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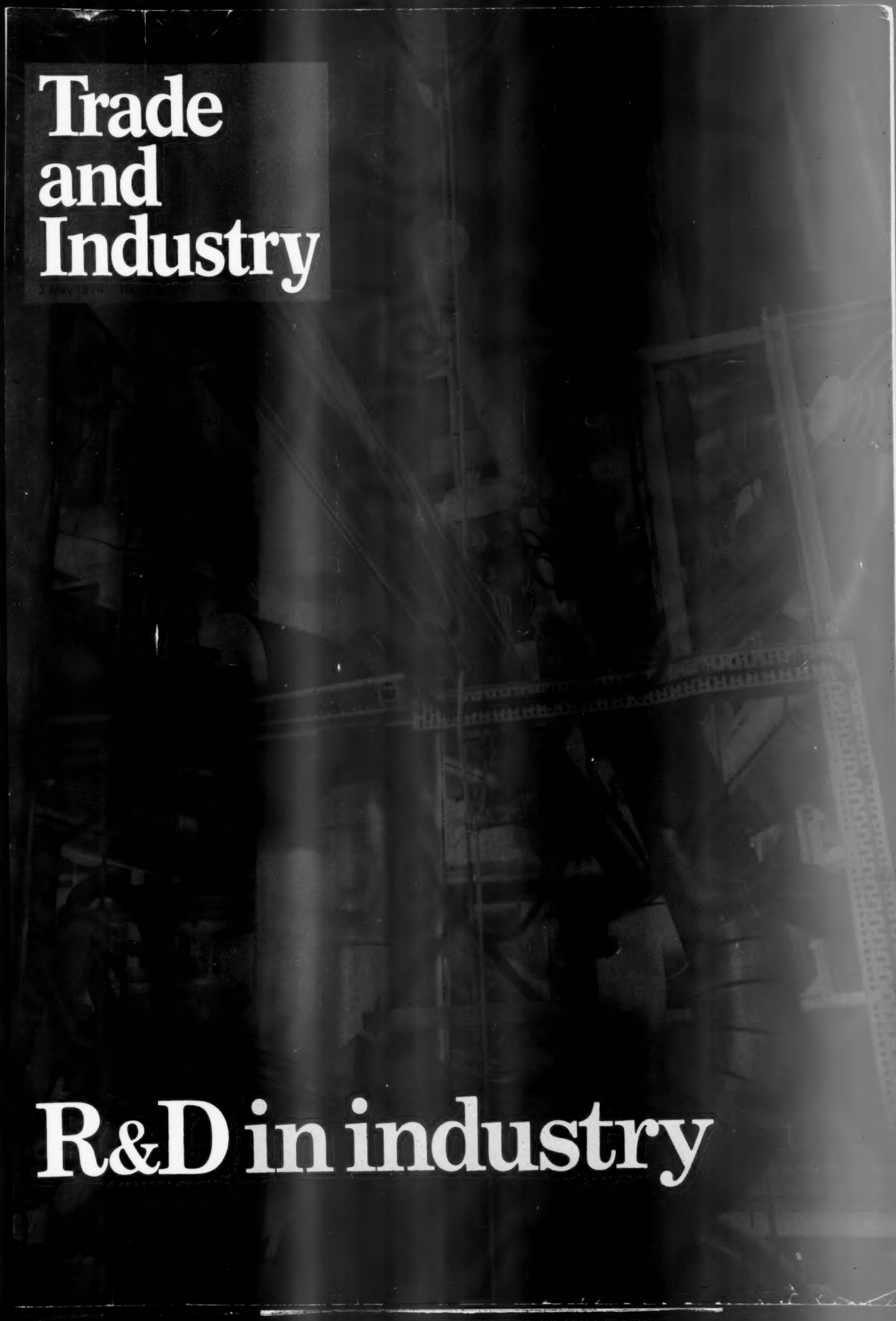

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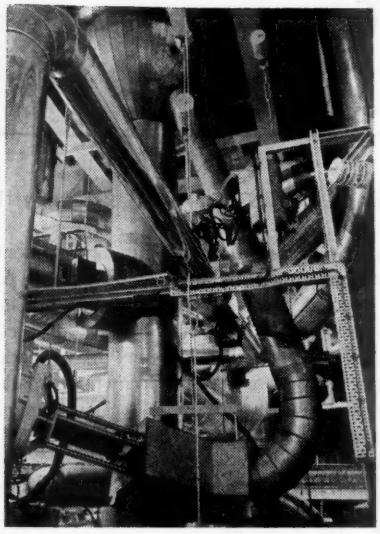

R & D in industry . . . Expenditure on scientific research and development by British industry amounted to over £700 million in 1969. Of this figure 90 per cent was spent within private industry. An eight-page article deals primarily with R & D expenditure by manufacturing industry.

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Britain

Research and development by manufacturing industry*

I. Introduction

Expenditure on scientific research and development by British industry in 1969 amounted to over £700 million, equivalent to nearly 2 per cent of the total gross domestic product. This sum relates to expenditure on research and development in the natural and medical sciences (including engineering) and covers expenditure on basic research, applied research and experimental development; expenditure on research in the social sciences (including economics) is not covered.† Of this expenditure, about 90 per cent was spent within private industry, a further 6 per cent was spent in the laboratories of the public corporations, and the remainder was spent in collaborative research associations and elsewhere. This article deals primarily with the expenditure of that part of private industry which is engaged in manufacturing, to which has been added expenditure by the British Steel Corporation (a public corporation) to give a total for expenditure by manufacturing industry which amounted to some £680 million in 1969. It considers the size of expenditure on research and development in relation to other measures of the activity of individual manufacturing industries; the effect of taking account also of expenditure on licences, royalties, patents, etc.; and the effect of regarding expenditure on research and development as a form of investment.

The earliest records of research activity, covering the whole of British industry, relate to 1930 when a survey was undertaken by the Federation of British Industry. In that year it is estimated that expenditure on research and development was under £3 million. The Second World War increased the tempo of research and development but it is probable that by 1945 the total expenditure on research and development was still only of the order of £30 million. From 1945 to 1955 was a period of extremely rapid growth, and by 1955, to which the first official survey relates, expenditure by manufacturing industry alone had reached about £185 million; unfortunately there is no information available on the changes within this period. The very rapid growth rate continued and by 1958 expenditure by manufacturing industry was over £250 million and by 1961 it was approaching £400 million. During the 1960s the rate of growth slackened off and from 1964 to 1969 the increase averaged around 8 per cent per annum compared with an increase averaging over 10 per cent a year from 1955 to 1964. These increases of course reflect the effect of price increases as well as changes in the 'volume' of expenditure. From 1966 to 1969 the increase in expenditure on research and development no more than kept pace with the increase in the contribution of manufacturing industry to total output; in both 1966 and 1969 expenditure on research and development amounted to about 5¼ per cent of the value added by manufacturing industry (this ratio is discussed in Section II below).

The figures for expenditure on research and development since 1955 by manufacturing industry are shown in Table A. Figures for 1972 will become available later this year. The table also shows to what extent that expenditure was financed by government funds. During this period the funds made available by government grew more slowly than those made available by companies and the share financed by government fell from about two-thirds in 1955 to only one-third in 1969. In the latter years of this period there was an appreciable drop in defence funds for R & D and the increase in the total of government funds was in funds for civil projects; in 1969 little more than half of the funds provided by government were on account of defence.

TABLE A Expenditure on research and development by manufacturing industry (1)

At current prices — £ million

	Total expenditure	Company funded (2)	Government funded	
			Total	*of which* defence
1955 (3)	187	60	127	118
1958 (3)	266	112	154	142
1961 (3)	378	223	155	..
1964 (3)	458	296	162	..
1966	585	390	195	151
1967	609 (4)	413 (4)	196	131
1968	639 (4)	435 (4)	204	124
1969	679 (4)	457 (4)	222	129

(1) The figures relate either to the calendar year or to the firm's accounting year ending between 6 April and 5 April of the following calendar year.
(2) Including a small amount of expenditure funded from overseas.
(3) These figures are not quite as comprehensive as those for later years; in particular the figures before 1964 exclude expenditure contracted out.
(4) Including the British Steel Corporation.

II. The importance of research and development expenditure

In this section comparisons are made between the allocation of resources to research and development and other measures of the activity of individual manufacturing industries. In the main, comparisons are made between expenditure on research and development, other costs and sales in the year 1968. The selection of the year 1968 is determined by its being the year of a detailed census of production for which input-output tables have been prepared. The fact that magnitudes are compared for a single year does not imply that any causal relationships which there may be are constrained within a single year. On the contrary, R & D budgets are influenced by the funds available and hence by the turnover and profits of the preceding year, or years. Equally expenditure on R & D may lead to consequential increases in sales and profits in the following year or in several later years.

The statistics of expenditure on research and development are collected from companies but are related to a pro-

* This feature is a substantial and modified abstract of an article 'Resources Devoted to Research and Development' which appeared in the March issue of the Treasury's *Economic Trends*.

† A full definition and details of the statistics available on research and development will be found in *Research and Development Expenditure*, Studies in Official Statistics No. 21 (HMSO 1973).

TABLE B Expenditure on R & D by manufacturing industry in relation to turnover, 1968

	Total R & D expenditure	Turnover (1)	R & D as percentage of turnover
	£ million		
Food, drink, tobacco	20.9	6,579.6	*0.3*
Coal, petroleum, chemical and allied products:			
Petroleum products	12.6	880.1	*1.4*
Pharmaceutical and toilet preparations	20.2	438.8	*4.6*
Plastics	13.1	449.0	*2.9*
Other chemicals	48.2	2,248.7	*2.1*
Total	94.0	4,016.6	*2.3*
Metal manufacture	17.4	3,324.8	*0.5*
Mechanical engineering:			
Machine tools	5.4	217.2	*2.5*
Industrial engines	7.3	122.0	*6.0*
Other mechanical engineering	40.9	3,173.3	*1.3*
Total	53.6	3,512.5	*1.5*
Instrument engineering	15.2	472.9	*3.2*
Electrical engineering:			
Electronics and telecommunications	121.9	1,005.7	*12.1*
Electrical machinery	17.2	537.3	*3.2*
Other electrical engineering	15.4	1,006.5	*1.5*
Total	154.5	2,549.5	*6.1*
Shipbuilding and marine engineering	2.4	453.5	*0.5*
Motor vehicles	45.7	2,648.0	*1.7*
Aerospace	184.0	862.0	*21.3*
Metal goods not elsewhere specified	7.6	1,949.1	*0.4*
Textiles, clothing, leather, footwear	13.4	3,692.5	*0.4*
Other manufactures	29.7	5,605.0	*0.5*
All manufacturing	638.5	35,666.0	*1.8*

(1) As measured by sales of goods produced and work done. *Report on the Census of Production 1968*: Part 156 Summary tables: Industry analyses (HMSO 1972).

duct or product group.‡ It will be appreciated that this breakdown of the data is more informative than allocating the R & D expenditure of a whole company to its main product, that is to its industry as defined by the Standard Industrial Classification. The census of production data are generally based on the industrial classification of the establishment. It follows therefore that if one wishes to examine research and development expenditure in the various product groups in relation to other economic variables which are classified by industry, then the comparison cannot be precise. However, product groups generally correspond quite closely to industries, since establishments in manufacturing industry are classified according to their principal product.

The first variable to which expenditure on research and development is related is turnover and the figures are given in Table B. Turnover is defined as sales of goods produced and work done, as in the 1968 census of production, excluding the sale of merchanted goods and canteen sales. If gross output, which includes these sales, had been used as the measure of turnover, then the percentages spent on R & D would have been fractionally less than those given in Table B. Turnover includes receipts for work on research and development, for example, in the case of government defence contracts. But in the main turnover relates to the sales of goods produced and their magnitude reflects the costs and benefits of the R & D work of the company, past as well as current.

For manufacturing as a whole the share of turnover taken up by R & D was relatively small, at about 1¾ per cent, but the variation from one product group to another was very large. Out of 19 product groups, six spent less than 1 per cent of turnover on R & D, seven spent from 1 to 3 per cent, four spent between 3 and 10 per cent, one spent 12 per cent, and one over 20 per cent. The six product groups whose R & D expenditure exceeded 3 per cent of turnover were the following: instrument engineering and electrical machinery (3 per cent each), pharmaceutical and toilet preparations (5 per cent), industrial engines (6 per cent), electronics and telecommunications (12 per cent) and finally aerospace (21 per cent). Electronics and aerospace alone accounted for almost half of the total R & D expenditure of manufacturing industry. These are industries to which the government contributes R & D funds on a substantial scale for both defence and for civil purposes. However, it is interesting to note that when government funded expenditure is excluded from R & D and only company funded expenditure is considered then the same six product groups still head the list, but their order is different. Electronics and telecommunications heads the list at 7 per cent and aerospace is second at 5 per cent, and the next four product groups are pharmaceutical and toilet preparations (5 per cent), industrial engines (4 per cent), electrical machinery (3 per cent) and instrument engineering (2 per cent). The numerator and denominator of these percentages are on different bases in that the turnover figures have not been altered to exclude sales to or work done for the government, but they still serve to illustrate the fact that certain product groups are very R & D intensive, with or without government R & D expenditure in industry. Government R & D expenditure is accompanied by relatively large R & D funds from the industries themselves.

It is necessary to point out that these percentages of R & D expenditure to turnover are only crude indicators of the relative position of R & D expenditure, and are subject to a number of limitations. First, they are averages across the whole of the sales of the product group and take account not only of the research activity of companies which undertake R & D but of its spread across the sales of establishments which do no R & D work. Although this comment is made in the context of the R & D/turnover ratio, it also applies to subsequent ratios. Second, while the possible amount of duplication in the R & D figures is small, the industrial turnover figures from the census of production contain a varying amount of duplication, as they include sales between establishments in the same industry. Third, the ratio of R & D to turnover is affected by the amount of intermediate products used in production. Where industry is specialised and different parts

TABLE C Expenditure on R & D by manufacturing industry in relation to net output or value added, 1968

	Total expenditure on R & D	Net output (1)	R & D as percentage of net output	Value added (2)	R & D as percentage of value added
	£ million			£ million	
Food, drink, tobacco	20.9	1,841.4	*1.1*	1,314.4	*1.6*
Coal, petroleum, chemical and allied products:					
Petroleum products	12.6	109.0	*11.6*	92.2	*13.7*
Pharmaceutical and toilet preparations	20.2	264.9	*7.6*	171.8	*11.8*
Plastics	13.1	197.1	*6.6*	151.7	*8.6*
Other chemicals	48.2	944.7	*5.1*	648.6	*7.4*
Total	94.0	1,515.7	*6.2*	1,064.3	*8.8*
Metal manufacture	17.4	1,069.0	*1.6*	815.4	*2.1*
Mechanical engineering:					
Machine tools	5.4	136.9	*3.9*	110.9	*4.9*
Industrial engines	7.3	63.7	*11.5*	50.2	*14.5*
Other mechanical engineering	40.9	1,762.4	*2.3*	1,482.7	*2.8*
Total	53.6	1,963.0	*2.7*	1,643.8	*3.3*
Instrument engineering	15.2	299.3	*5.1*	243.1	*6.3*
Electrical engineering:					
Electronics and telecommunications	121.9	593.6	*20.5*	454.1	*26.8*
Electrical machinery	17.2	312.8	*5.5*	254.6	*6.8*
Other electrical engineering	15.4	468.9	*3.3*	349.1	*4.4*
Total	154.5	1,375.3	*11.2*	1,057.8	*14.6*
Shipbuilding and marine engineering	2.4	273.6	*0.9*	265.6	*0.9*
Motor vehicles	45.7	1,042.8	*4.4*	759.1	*6.0*
Aerospace	184.0	478.2	*38.5*	336.7	*54.6*
Metal goods not elsewhere specified	7.6	921.4	*0.8*	734.3	*1.0*
Textiles, clothing, leather, footwear	13.4	1,614.1	*0.8*	1,269.1	*1.1*
Other manufactures	29.7	2,895.4	*1.0*	2,362.4	*1.3*
All manufacturing	638.5	15,289.0	*4.2*	11,866.0	*5.4*

(1) As shown in *Report on the Census of Production 1968*; Part 156 Summary tables: Industry analyses (HMSO 1972).
(2) As shown in *Input-output tables for the United Kingdom 1968*, Studies in Official Statistics No. 22 (HMSO 1973).

‡ The methods of collection are described in the annexe to *Research and Development Expenditure*, Studies in Official Statistics No. 21 (HMSO 1973) and in *Trade and Industry* for 21 December 1972.

TABLE D Expenditure on R & D by manufacturing industry as a percentage of total expenditure, 1968

	Wages and salaries			Materials and equipment			Capital expenditure		
	R & D only	Total (1)	R & D as percentage of total	R & D only	Total (1)	R & D as percentage of total	R & D only	Total (1)	R & D as percentage of total
	£ million			£ million			£ million		
Food, drink, tobacco	9.7	712.8	*1.4*	3.0	3,129.9	*0.1*	3.3	199.3	*1.7*
Coal, petroleum, chemical and allied products:									
Petroleum products	7.3	23.9	*30.5*	1.3	768.9	*0.2*	1.3	86.2	*1.5*
Pharmaceutical and toilet preparations	8.8	79.7	*11.0*	2.1	185.6	*1.1*	3.5	21.1	*16.6*
Plastics	5.8	72.2	*8.0*	1.8	245.8	*0.7*	3.2	38.2	*8.4*
Other chemicals	25.6	351.6	*7.3*	5.8	1,298.4	*0.4*	6.6	165.6	*4.0*
Total	47.5	527.4	*9.0*	11.0	2,498.7	*0.4*	14.6	311.1	*4.7*
Metal manufacture	8.8	601.5	*1.5*	2.3	2,240.5	*0.1*	2.0	123.2	*1.6*
Mechanical engineering:									
Machine tools	2.7	79.2	*3.4*	1.1	89.1	*1.2*	0.8	13.7	*5.8*
Industrial engines	2.8	35.8	*7.8*	2.9	58.0	*5.0*	0.3	2.8	*10.7*
Other mechanical engineering	20.8	942.7	*2.2*	9.3	1,342.6	*0.7*	2.5	113.2	*2.2*
Total	26.2	1,057.7	*2.5*	13.3	1,489 7	*0.9*	3.6	129.7	*2.8*
Instrument engineering	7.8	166.7	*4.7*	2.7	184.7	*1.5*	0.8	18.1	*4.4*
Electrical engineering:									
Electronics and telecommunications	59.1	308.2	*19.2*	28.6	444.2	*6.4*	6.2	42.4	*14.6*
Electrical machinery	8.5	172.9	*4.9*	3.9	208.3	*1.9*	1.2	14.2	*8.5*
Other electrical engineering	9.3	235.2	*4.0*	2.3	533.0	*0.4*	0.9	36.3	*2.5*
Total	77.0	716.3	*10.7*	34.9	1,185.5	*2.9*	8.4	92.9	*9.0*
Shipbuilding and marine engineering	1.0	203.3	*0.5*	0.3	193.7	*0.2*	0.3	24.9	*1.2*
Motor vehicles	23.8	601.6	*4.0*	7.4	1,632.2	*0.5*	5.2	83.8	*6.2*
Aerospace	74.0	280.2	*26.4*	45.8	259.6	*17.6*	12.6	30.9	*40.8*
Metal goods not elsewhere specified	4.2	494.3	*0.8*	1.1	1,016.2	*0.1*	0.7	73.8	*0.9*
Textiles, clothing, leather, footwear	7.0	866.4	*0.8*	2.5	2,015.6	*0.1*	0.9	146.8	*0.6*
Other manufactures	14.5	1,539.4	*0.9*	4.6	2,501.5	*0.2*	3.5	290.5	*1.2*
All manufacturing	301.7	7,768.0	*3.9*	128.9	18,348.0	*0.7*	56.0	1,525.0	*3.7*

(1) As shown in *Report on the Census of Production 1968*: Part 156 Summary tables: Industry analyses (HMSO 1972).

of the production process are carried out in different industries, research and development expenditure may take place in the industry producing the intermediate products rather than in the industry making the sale to the final buyer. For example, the value of sales of food products may reflect an element of the cost of research and development carried out in the chemical industry by way of the products brought in from that industry. Again in the textiles industry, the R & D within that industry may represent little more than the peak of a pyramid, with research and development also having taken place in, for example, the textile machinery industry and in the chemical industry.

Some of these limitations can be overcome by relating R & D expenditure not to the turnover of the industry but to a measure of the amount by which the industry augments the value of the materials and services it buys in making its product. This relationship is shown in Table C. In the census of production, net output is defined by subtracting from turnover the cost of purchases of materials and fuel and of work given out and making some other minor adjustments. R & D expenditure is compared with net output in the first part of the table. In the second part of the table, R & D is compared with the value added which differs from net output mainly by excluding purchases of services; it consists of the income from employment and the gross trading profits arising in the industry. In both cases the R & D expenditure in the numerator includes purchases of materials and equipment which are excluded from the denominator. But the ratio is of interest in showing the amount of R & D expenditure associated with a given net output or value added by the industry. By multiplying these percentages by 10 they are expressed in the form of the requirement per £1,000 of net output or value added, a presentation used in the input-output tables.

TABLE E Company funded expenditure on R & D by manufacturing industry in relation to gross trading profits, 1968

	Company funded expenditure on R & D (1)	Gross trading profits (2)	Company funded R & D as percentage profits
	£ million		
Food, drink, tobacco	20.9	525.5	*4.0*
Coal, petroleum, chemical and allied products:			
Petroleum products	12.5	57.3	*21.8*
Pharmaceutical and toilet preparations	20.1	81.6	*24.6*
Plastics	12.8	71.6	*17.9*
Other chemicals	46.7	265.5	*17.6*
Total	92.1	476.0	*19.3*
Metal manufacture	17.2	161.4	*10.7*
Mechanical engineering:			
Machine tools	5.1	23.0	*22.2*
Industrial engines	5.5	10.5	*52.4*
Other mechanical engineering	35.3	436.7	*8.1*
Total	45.9	470.2	*9.8*
Instrument engineering	12.3	55.3	*22.2*
Electrical engineering:			
Electronics and telecommunications	73.2	106.8	*68.5*
Electrical machinery	16.8	62.3	*27.0*
Other electrical engineering	14.4	89.8	*16.0*
Total	104.4	258.9	*40.3*
Shipbuilding and marine engineering	1.7	45.1	*3.8*
Motor vehicles	44.3	124.5	*35.6*
Aerospace	45.4	21.7	*209.2*
Metal goods not elsewhere specified	7.5	185.8	*4.0*
Textiles, clothing, leather, footwear	13.4	308.7	*4.3*
Other manufactures	29.6	648.9	*4.6*
All manufacturing	434.6	3,282.0	*13.2*

(1) Including capital expenditure and expenditure contracted out.
(2) As shown in *Input-output tables for the United Kingdom 1968*, Studies in Official Statistics No. 22 (HMSO 1973).

Table C shows that for manufacturing industry as a whole R & D expenditure was about 4¼ per cent of net output or 5½ per cent of value added, compared with 1¾ per cent for turnover. The differences arise from the exclusion of purchases from the denominator – more in the case of value added than in the case of net output. The ranking of the product groups for the two ratios is similar, as might be expected from the relatively small difference in their definition. (See Table I in Section V.)

The increase in the average importance of R & D when measured in terms of value added as opposed to turnover is accompanied by an increase in the range of variation between product groups. Aerospace and electronics and telecommunications are still the two product groups where R & D is most important, but the percentages have increased to about 55 per cent and 27 per cent, from 21 per cent and 12 per cent in turnover terms. The next four product groups in terms of importance of R & D are now industrial engines (15 per cent), petroleum products (14 per cent), pharmaceutical and toilet preparations (12 per cent) and plastics (9 per cent).

Another way to look at the importance of expenditure on R & D is to study what proportion of the total inputs of industry are absorbed by research and development activities. Table D shows that the share of R & D was more important for the input of labour than for materials and equipment, and for manufacturing industry as a whole the salaries and wages

TABLE F Composition of total expenditure on R & D by manufacturing industry, 1968

	Total expenditure	Current expenditure			Capital expenditure	Contracted out
		Wages and salaries	Materials and equipment	Other		
	£ million	Percentages of total expenditure				
Food, drink, tobacco	20.9	46	14	13	16	10
Coal, petroleum, chemical and allied products:						
Petroleum products	12.6	58	10	16	10	6
Pharmaceutical and toilet preparations	20.2	44	10	22	17	6
Plastics	13.1	44	14	17	24	1
Other chemicals	48.2	53	12	19	14	2
Total	94.0	50	12	19	16	3
Metal manufacture	17.4	51	13	20	11	5
Mechanical engineering:						
Machine tools	5.4	50	20	11	15	4
Industrial engines	7.3	38	40	15	4	1
Other mechanical engineering	40.9	51	23	18	6	2
Total	53.6	49	25	17	7	2
Instrument engineering	15.2	51	18	23	5	3
Electrical engineering:						
Electronics and telecommunications	121.9	48	24	22	5	1
Electrical machinery	17.2	49	23	19	7	2
Other electrical engineering	15.4	61	15	17	6	1
Total	154.5	50	23	21	5	2
Shipbuilding and marine engineering	2.4	41	12	24	13	11
Motor vehicles	45.7	52	16	16	11	4
Aerospace	184.0	40	25	17	7	10
Metal goods not elsewhere specified	7.6	55	14	17	9	4
Textiles, clothing, leather, footwear	13.4	53	19	17	7	4
Other manufactures	29.7	48	15	16	12	8
All manufacturing	638.5	47	20	18	9	5

of research and development staff amounted to close to 4 per cent of the total wages and salaries bill. Again, there were wide variations between product groups: for petroleum products the share was 30 per cent, for aerospace it was 26 per cent and for electronics and telecommunications it was 19 per cent.

Materials and equipment purchased for R & D purposes formed a comparatively small proportion of all purchases, at least by comparison with salaries and wages, amounting to about ¾ per cent compared with close to 4 per cent. In some product groups, however, the R & D share of materials and equipment was substantial – notably aerospace at 18 per cent where much of the R & D expenditure is for prototype aircraft and engines. Purchases of materials and equipment for R & D were also relatively important in electronics and telecommunications, and industrial engines.

The share of capital expenditure attributable to R & D in 1968 was similar to the share of salaries and wages for manufacturing as a whole at about 3¾ per cent. There is a slight upward bias in this percentage of total capital expenditure which is allocated to R & D because the information on R & D capital expenditure is available for acquisitions only, while the information on total capital expenditure for each industry, derived from the census of production, represents the balance obtained by subtracting disposals from acquisitions of assets. However the bias is very small in quantitative terms. Again in aerospace the ratio is high – over 40 per cent. This is because investment in the jigs and tools needed to produce a particular type of aircraft is normally included in the development costs; in other industries similar expenditure would not be allocated to R & D.

Another aspect of the importance of expenditure on R & D is the relationship between company profits and company funds spent on R & D. Company funds spent on R & D exclude funds from the government but may include a small amount of funds from abroad. Company profits are gross trading profits before tax and before allowing for depreciation. Table E shows that for manufacturing in general, company-funded R & D in 1968 was a figure equivalent to 13 per cent of gross trading profits. But once again the relationship varies tremendously from product group to product group, and far more so than any other relationship which has been considered. In the case of aerospace, company funded R & D expenditure was over twice as large as gross trading profits while the next largest ratio, in electronics and telecommunications, was about two-thirds. However, this ratio is likely to vary from year to year as profits show a good deal of cyclical variation.

Charts 1 to 3 show the year to year movements in profits and compare them with changes in fixed investment and expenditure on R & D with a view to assessing whether the latter also shows any cyclical fluctuation. The cyclical variation in profits shows up clearly and so does that in fixed investment, which has lagged that of profits by about a year. However, the extent of cyclical variations in company funds spent on R & D is unclear, partly because information is not

TABLE G Expenditure on R & D and licence payments by manufacturing industry in relation to turnover, 1968

	Licence payments (1)	Expenditure on R & D (2) *plus* licence payments	Licence payments	Expenditure on R & D *plus* licence payments
			As a percentage of turnover (2)	
	£ million			
Food, drink, tobacco	3.7	24.6	0.1	0.4
Coal, petroleum, chemical and allied products:				
Petroleum products	0.6	13.2	0.1	1.5
Pharmaceutical and toilet preparations	9.6	29.8	2.2	6.8
Plastics	2.1	15.2	0.5	3.4
Other chemicals	7.3	55.5	0.3	2.5
Total	19.6	113.6	0.5	2.8
Metal manufacture	1.5	18.9	—	0.6
Mechanical engineering				
Machine tools	1.0	6.4	0.5	2.9
Industrial engines	0.2	7.5	0.2	6.1
Other mechanical engineering	30.2	71.1	1.0	2.2
Total	31.4	85.0	0.9	2.4
Instrument engineering	1.8	17.0	0.4	3.6
Electrical engineering:				
Electronics and telecommunications	14.9	136.8	1.5	13.6
Electrical machinery, Other electrical engineering	2.9	35.5	0.2	2.3
Total	17.8	172.3	0.7	6.8
Shipbuilding and marine engineering	1.0	3.4	0.2	0.7
Motor vehicles	2.9	48.6	0.1	1.8
Aerospace	2.0	186.0	0.2	21.6
Metal goods not elsewhere specified	2.7	10.3	0.1	0.5
Textiles, clothing, leather, footwear	5.0	18.4	0.1	0.5
Other manufactures	13.9	43.6	0.2	0.8
All manufacturing	103.2	741.7	0.3	2.1

(1) As shown in *Report on the Census of Production 1968*: Part 156 Summary tables: Industry analyses (HMSO 1972).
(2) Expenditure on R & D and turnover figures are given in Table B.

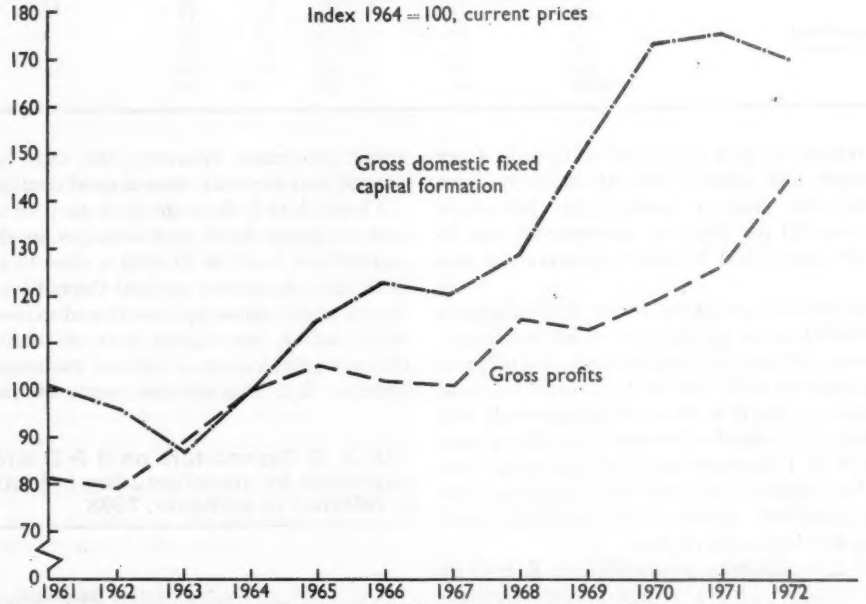
available for several of the years. The rate of increase from 1964 to 1966 averaged 14½ per cent a year and was greater than between 1961 and 1964 when it averaged 10 per cent, but the difference in the rate of growth was not as marked as for fixed investment for which the corresponding rates of increase were 11 per cent and minus one-half per cent. From 1966 to 1969 annual figures are available for expenditure on R & D and there are indications that in some industries (for exampie, electrical and mechanical engineering) expenditure on R & D was influenced by the cycle and its growth curtailed in 1967. Other product groups were less affected but the rate of increase of the total of R & D expenditure financed by all manufacturing industry was reduced to 6 per cent, in a year when expenditure on fixed investment fell. However, the rate of increase in company funded R & D in the two following years, when there was a recovery in fixed investment, was similar (5½ per cent and 5 per cent). These figures therefore suggest that R & D budgets were influenced by cyclical factors but that companies in general varied less the sums they spent on R & D than those on fixed investment. However, in the absence of a complete series of annual statistics on R & D expenditure it is not possible to reach firm conclusions from the data

An increase in the importance of company funded expenditure on R & D in relation to gross trading profit is, however, shown clearly in Chart 2. In the early 1960s company funded expenditure on R & D was about 10 per cent of gross trading profits on the information available. From 1966 to

CHART 1

Company profits and fixed capital formation

Manufacturing industry

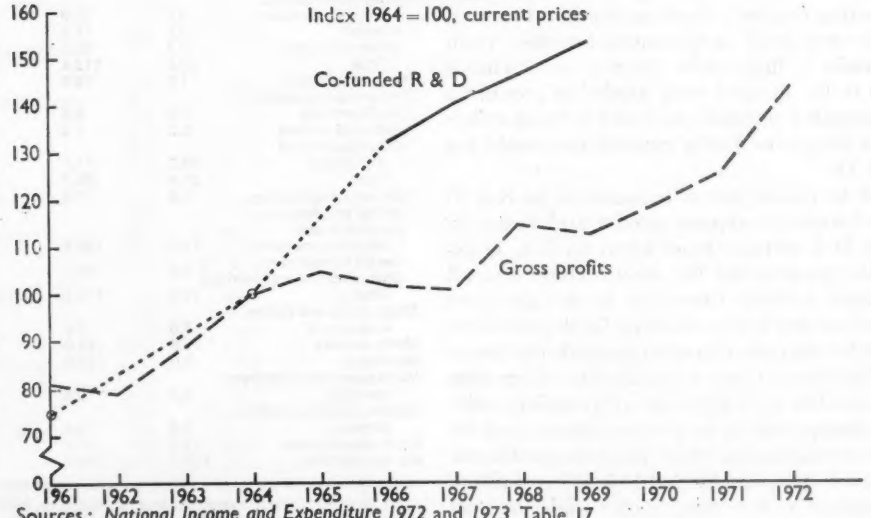


Sources: *National Income and Expenditure 1972* and *1973* Tables 17 and 54

CHART 2

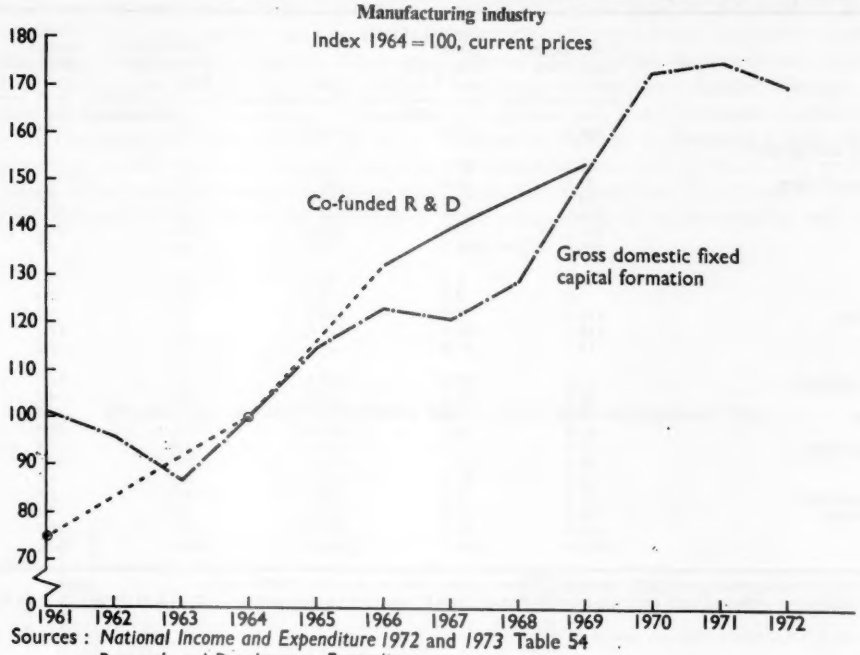
Company profits and company funded research and development expenditure

Manufacturing industry



Sources: *National Income and Expenditure 1972* and *1973* Table 17
Research and Development Expenditure

Fixed capital formation and research and development expenditure CHART 3



Sources: *National Income and Expenditure 1972* and *1973* Table 54
Research and Development Expenditure

1969 inclusive, the percentage was between 12½ and 13½ per cent.

The wide variation in the importance of R & D as between the various product groups is common to all the ratios which have been considered. By contrast, the composition of that R & D expenditure is broadly similar for most product groups, as is shown by Table F. On average for all product groups expenditure on wages and salaries accounted for almost half of R & D expenditure, with a range of 40 to 60 per cent. This reflects the fact that R & D is a highly labour intensive activity. However, there are some exceptions to the general pattern, notably industrial engines which is outside the range of 40 to 60 per cent for salaries and wages and where materials and equipment account for 40 per cent of total expenditure compared with a range of 10 to 25 per cent for the other product groups.

III. Expenditure on licences, royalties, patents, etc.

Expenditure on licences, royalties, patents, etc. may be regarded as an extension of R & D expenditure; such expenditure is an alternative way of obtaining technology enhancement, by purchasing the results of research and development already carried out by others in the past. As part of the business expenditure and receipts inquiry in 1968, expenditure was reported on licences, royalties, patents, etc. which amounted to just over £100 million for manufacturing industry as a whole compared with about £640 million on research and development. Licence expenditure, on average, was therefore about one-sixth of R & D expenditure. In Table G licence payments for individual product groups are shown and are also expressed as percentages of turnover. In some product groups such as industrial engines, instrument engineering, electronics, motor vehicles and aerospace, the licence expenditure is relatively less important in relation to R & D expenditure. In other product groups – notably pharmaceutical products and 'other mechanical engineering' – expenditure on licences is larger in relation to expenditure on R & D. Almost a third of all expenditure on licences occurred in mechanical engineering. Like expenditure on R & D, the figures of licence payments were collected on a product group basis, and in the results of the census of production the detailed classification of these payments indicates that nearly 20 per cent of all the licence payments occurred in the single sub-group entitled 'general mechanical engineering', which is part of 'other mechanical engineering' in Table G.

IV. Expenditure on research and development as a form of investment

For some purposes expenditure on research and development can be considered as a form of investment – the return to the company from this expenditure is not immediate and is usually long-term and in this respect it is akin to expenditure on fixed assets. It is interesting to note, that for the whole of manufacturing industry, company funds allocated to R & D increased faster during the first half of the 1960s than those allocated to fixed capital formation. In 1961, company-funded R & D was less than 20 per cent of fixed capital formation and by 1966 the percentage was nearly 26 per cent. However, after a peak of nearly 28 per cent in 1967 the proportion dropped to less than 25 per cent in 1969 with the cyclical increase in fixed investment.

Table H shows the effect on the distribution of total manufacturing investment in 1968 of including with fixed capital expenditure, company funded current expenditure on R & D. Only the company funded element of R & D expenditure has been included in Table H, rather than total expenditure, because expenditure funded by the government can be regarded as a purchase by the government of the R & D services provided by industry rather than investment by the firm which is financed by the government. Also, a large part of the government funded R & D is for defence which, at least in national accounting terms, is not regarded as capital expenditure. Since some expenditure on R & D is capital expenditure (see Table B in Section II), capital expenditure on R & D has been deducted from the total of company funded R & D in order to avoid double counting. The fact that some capital expenditure on R & D may be government funded and this deduction may therefore be too large has been ignored.

It can be seen that the distribution of company funded current expenditure on R & D is appreciably different from

TABLE H Distribution of fixed capital formation and company funded current expenditure on R & D by manufacturing industry

	Fixed capital expenditure (net) (1)	Company-funded current expenditure on R & D (2)	Total	Fixed capital expenditure (net) (1)	Company-funded current expenditure on R & D (2)	Total
	£ million			Percentage of total for all manufacturing		
Food, drink, tobacco	199.3	17.6	216.9	*13.1*	*4.6*	*11.4*
Coal, petroleum, chemical and allied products:						
Petroleum products	86.2	11.2	97.4	*5.7*	*3.0*	*5.1*
Pharmaceutical and toilet preparations	21.1	16.6	37.7	*1.4*	*4.4*	*2.0*
Plastics	38.2	9.6	47.8	*2.5*	*2.5*	*2.5*
Other chemicals	165.6	40.1	205.7	*10.9*	*10.6*	*10.8*
Total	311.1	77.5	388.6	*20.4*	*20.5*	*20.4*
Metal manufacture	123.2	15.2	138.4	*8.1*	*4.0*	*7.3*
Mechanical engineering:						
Machine tools	13.7	4.3	18.0	*0.9*	*1.1*	*0.9*
Industrial engines	2.8	5.2	8.0	*0.2*	*1.4*	*0.4*
Other mechanical engineering	113.2	32.8	146.0	*7.4*	*8.7*	*7.7*
Total	129.7	42.3	172.0	*8.5*	*11.2*	*9.0*
Instrument engineering	18.1	11.5	29.6	*1.2*	*3.0*	*1.6*
Electrical engineering:						
Electronics and telecommunications	42.4	67.0	109.4	*2.8*	*17.7*	*5.7*
Electrical machinery	14.2	15.6	29.8	*0.9*	*4.1*	*1.6*
Other electrical engineering	36.3	13.5	49.8	*2.4*	*3.6*	*2.6*
Total	92.9	96.0	188.9	*6.1*	*25.3*	*9.9*
Shipbuilding and marine engineering	24.9	1.4	26.3	*1.6*	*0.4*	*1.4*
Motor vehicles	83.8	39.1	122.9	*5.5*	*10.3*	*6.5*
Aerospace	30.9	32.8	63.7	*2.0*	*8.7*	*3.3*
Metal goods not elsewhere specified	73.8	6.8	80.6	*4.8*	*1.8*	*4.2*
Textiles, clothing, leather, footwear	146.8	12.5	159.3	*9.6*	*3.3*	*8.4*
Other manufactures	290.5	26.1	316.6	*19.0*	*6.9*	*16.6*
All manufacturing	1,525.0	378.7	1,903.7	*100.0*	*100.0*	*100.0*

(1) As shown in *Report on the Census of Production 1968*: Part 156 Summary tables: Industry analyses (HMSO 1972).
(2) Total company funded expenditure including work contracted out (shown in Table E) *less* total capital expenditure on R & D (shown in Table D).

that of fixed capital expenditure. It should be noted that in several product groups – industrial engines, electronics and telecommunications, electrical machinery and aerospace – company funded current expenditure on R & D exceeds that on fixed assets. In consequence, the combined distribution of the two shows some appreciable differences from that of fixed investment alone. Whereas electronics and telecommunications accounted for only 2¾ per cent of the fixed capital expenditure of manufacturing industry it accounted for 5¾ per cent of the combined figure. The share of aerospace goes up from 2 per cent to 3¼ per cent. Appreciable decreases in the share are shown for food, drink and tobacco (from 13 per cent to 11½ per cent), for textiles, clothing, leather and footwear (from 9½ per cent to 8½ per cent), and for other manufactures (from 19 per cent to 16½ per cent).

An alternative presentation of how the combination of R & D expenditure with fixed capital expenditure alters the order of size of the various product groups is given in the Chart. In this chart all current expenditure on R & D has been taken into account, including that funded by the government and from overseas, and licence payments have also been included. For the 12 product groups distinguished in the chart, the expenditure on coal, petroleum, chemical and allied products was greatest on fixed investment alone and in total, and expenditure on other manufactures was next in order of size. But whereas electrical engineering was seventh in order of size for expenditure on fixed investment alone, it was third when the various forms of expenditure on research and development are also taken into account. The other major change in the order of size of expenditure is aerospace, which had relatively small expenditure on fixed investment alone but came sixth in order of size when expenditure on research and development is included.

V. Conclusions

One of the most noticeable features of this analysis has been the regularity with which particular product groups have been shown to be the most R & D intensive. Even when a variety of indicators have been used to estimate the share of resources allocated to R & D, and the actual percentages have changed as a result, still the relative position of the various groups has changed comparatively little. To illustrate this

TABLE I Ranking of product groups according to the position of R & D by manufacturing industry expenditure, 1968

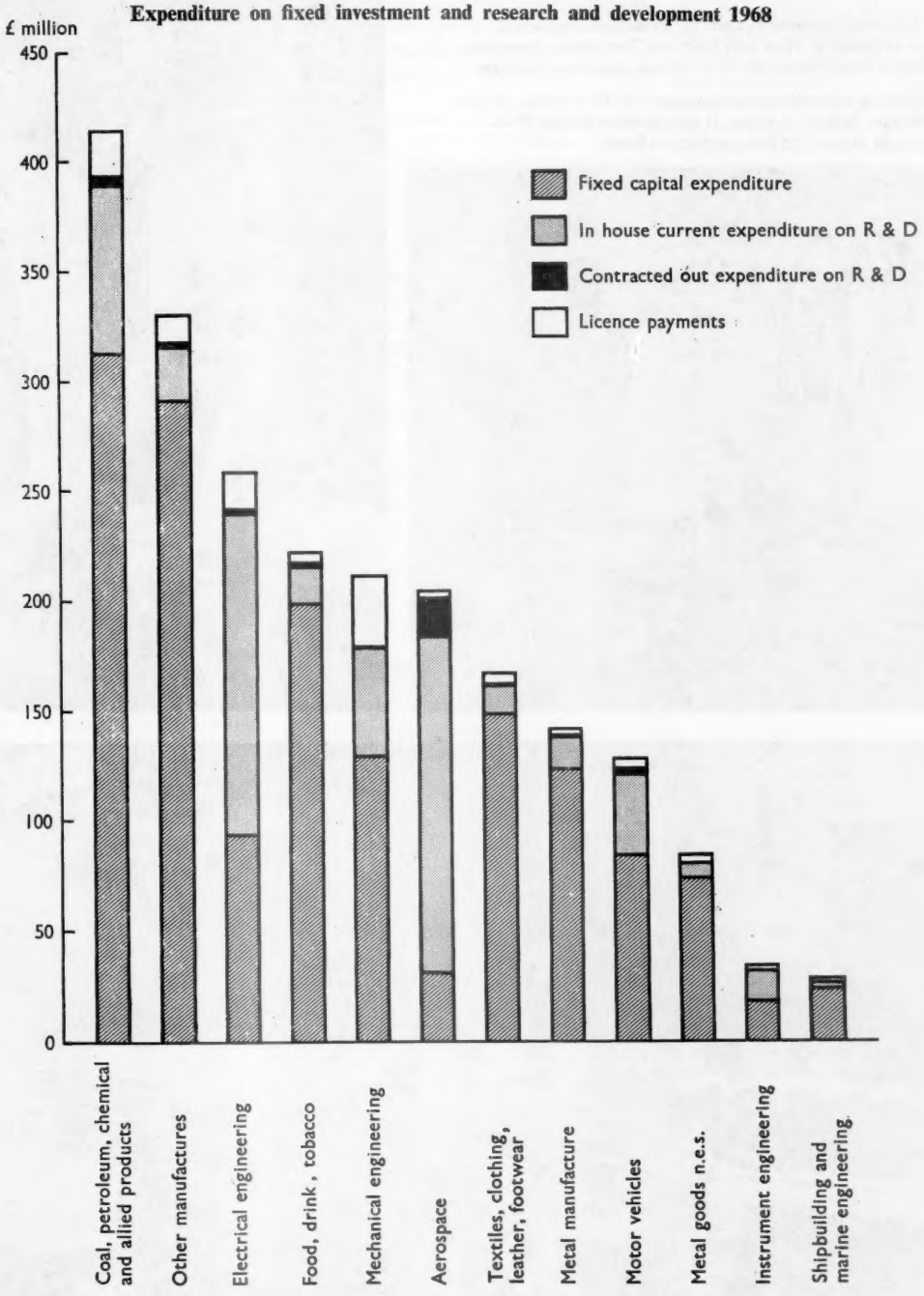
	R & D as percentage of turnover	R & D as percentage of net output	R & D as percentage of value added	R & D as percentage of wages and salaries	R & D as percentage of materials purchased	R & D as percentage of capital expenditure	Co-funded R & D as percentage of gross trading profits	R & D and licence payments as percentage of turnover
	Table B	Table C			Table D		Table E	Table G
Food, drink, tobacco	19	15	15	15	19	13	18	19
Petroleum products	12	3	4	1	14	15	9	13
Pharmaceutical and toilet preparations	4	5	5	4	7	2	6	3
Plastics	7	6	6	5	8	6	10	6
Other chemicals	9	9	7	7	11	10	11	8
Metal manufacture	16	14	14	14	18	14	13	16
Machine tools	8	11	11	12	6	8	8	7
Industrial engines	3	4	3	6	3	4	3	4
Other mechanical engineering	13	13	13	13	9	12	14	11
Instrument engineering	5	8	9	9	5	9	7	5
Electronics and telecommunications	2	2	2	3	2	3	2	2
Electrical machinery	6	7	8	8	4	5	5	9
Other electrical engineering	11	12	12	11	12	11	12	10
Shipbuilding and marine engineering	15	17	19	19	15	16	19	15
Motor vehicles	10	10	10	10	10	7	4	12
Aerospace	1	1	1	2	1	1	1	1
Metal goods not elsewhere specified	17	18	17	17	17	18	17	17
Textiles, clothing, leather, footwear	18	19	18	18	16	19	16	18
Other manufactures	14	16	16	16	13	16	15	14

point in a simple way, Table I shows the ranking of the product groups for most of the ratios, thereby bringing many of the tables together. The general pattern is fairly clear: aerospace, electronics and telecommunications, and industrial engines are generally the first three product groups. However, there is one noticeable exception in the case of petroleum products, for this product group there is a distinct difference between its ranking for the measures which include the value of materials purchased and those which do not; the higher ranking when purchases of materials are excluded reflects the small net output of this industry in relation to the materials it uses.

When R & D expenditure is considered as a form of investment and combined with fixed capital expenditure, the order of importance of the various product groups is appreciably different from that when fixed investment is considered alone. The inclusion of expenditure on licences, royalties, patents, etc., further changes the order of the size of expenditure but to a much smaller extent. For industries whose technology is developing and where research is being undertaken into new products and processes, expenditure on fixed investment alone is not indicative of the resources which are being devoted to maintaining and improving productive capacity.

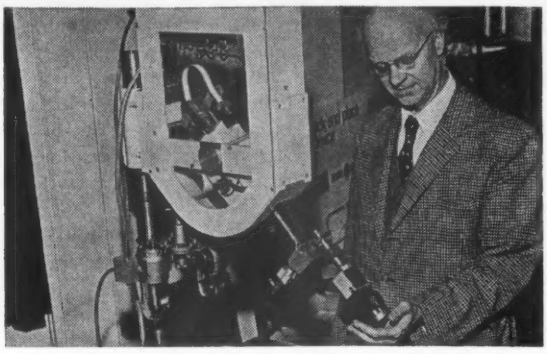
CHART 4

Expenditure on fixed investment and research and development 1968



Industrial robots

Over 200 delegates from 18 countries attended the second international conference on industrial robot technology at Birmingham University. The pictures illustrate Britain's progress in this field.

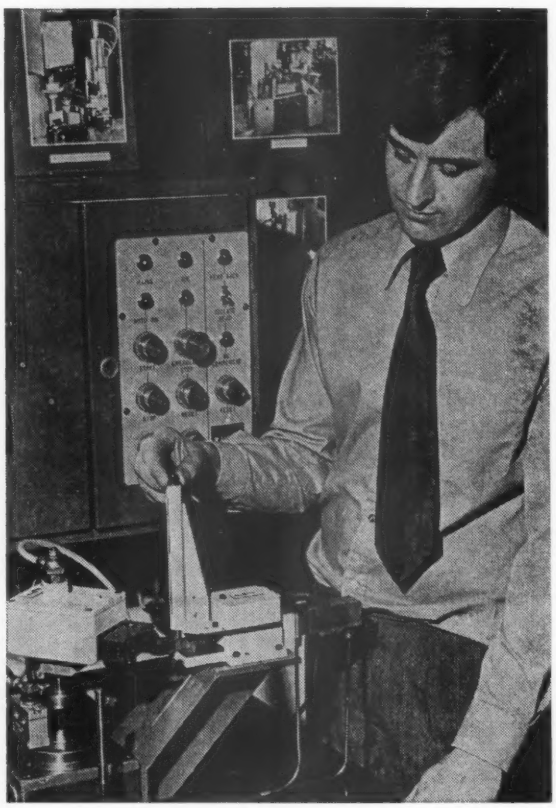


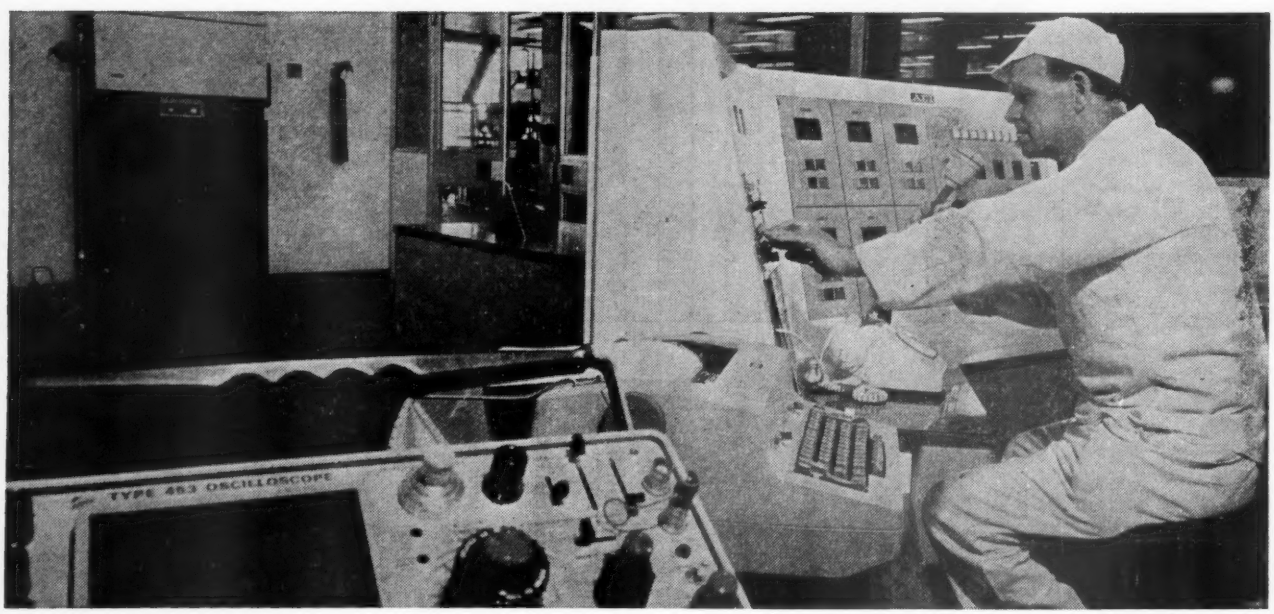
Right: Professor Heginbotham, director of the Wolfson Industrial Automation Group, University of Nottingham, demonstrates a programmable assembly machine to show how components placed anywhere on a table can be brought under a transfer arm, which would normally accept the components from a gravity-fed chute. Numerous applications of the principle, marketed as the Minitran System, are at work in British industry.

Below: A Transiva transfer robot arm controlled from a Unicon plug-board programmer handles a commercial vehicle cylinder liner. The machine is designed for loading and unloading repetitive components.

Right: A unit of a standard handling system for small components is demonstrated by an engineer of Wickman Machine Tool Sales, Coventry. Units can be applied to rotary index tables or in-line assembly machines.

Bottom: This computer is controlling raw materials for 40 varieties of soup in the Kitt Green, Wigan, factory of Heinz. It selects from stocks of 44 ingredients and controls delivery to five production lines.





Home News

Unfair trade practices – John Methven proposes changes in the law

The first two trade practices to be referred to the Consumer Protection Advisory Committee (CPAC) as possible grounds for changes in the law have been announced by John Methven, Director General of Fair Trading. They are:

1 Displaying notices in shops (such as 'No goods exchanged or money refunded') and giving documents to customers (such as invoices and receipts) which purport to take away or limit those rights against the shopkeeper which the consumer has if, for instance, the goods are faulty and which are protected by the Supply of Goods (Implied Terms) Act 1973.

2 Giving customers such documents as manufacturers' guarantees or disclaimers which refer to rights and liabilities in connection with goods that are being sold but which do not make clear to the consumers the existence of those rights against his supplier which are protected by the Act.

John Methven considers that these practices adversely affect consumers' interests. He has therefore referred them to the CPAC under Part II of the Fair Trading Act together with proposals for protecting consumers against their adverse effects.

The Director General explained that, if his proposals were accepted, it would become a criminal offence to display notices in shops saying 'No goods exchanged' or 'No cash refunded'. However, notices which indicate that they are aimed solely at protecting the shopkeeper from customers who have changed their minds about their purchases would not be affected.

Mr. Methven said it would also become an offence not to include in the manufacturers' guarantee, for example, a clearly-worded statement to the effect that the guarantee had no effect upon the consumer's rights against his supplier – usually the retailer – if the goods proved faulty. There would be a similar provision for clarification of the consumer's basic rights in documents, including catalogues, setting out the terms governing his transaction with the supplier.

If the CPAC report to Shirley Williams, Secretary of State for Prices and Consumer Protection, that they agree that the practices adversely affect consumers, and endorse John Methven's proposals for changing the law – either as submitted to them or in a modified form – the Minister can place a suitable draft Order before Parliament for approval. If the draft is approved and Mrs. Williams makes an Order, its enforcement will be the responsibility of the Trading Standards Departments of local authorities.

The CPAC have three months from the date of Reference in which to consider John Methven's submissions. In doing so they can receive representations from parties who have substantial interest in the subjects under consideration.

These representations must reach the Secretaries to the Committee (Mr. M. B. Casey and Mr. P. Shackleford) not later than Friday, 17 May 1974 at the following address: The Secretaries, Consumer Protection Advisory Committee, Room 512, 1 Victoria Street, London SW1H 0ET.

The full text of the Reference is being published in the London, Edinburgh, and Belfast 'Gazettes'. Copies of the dossier which accompanies the Reference can be seen by the public at the Office of Fair Trading in London and Edinburgh, at the Department of Commerce in Belfast and at Regional Offices of the Department of Industry.

A limited number of dossiers will also be on sale (price 50p). Inquiries about the purchase of dossiers should be made to Mr. S. Morton, Consumer Affairs Division, Office of Fair Trading, Chancery House, Chancery Lane, London WC2A 1SP (tel. 01-242 2858, ext. 104).

Record earnings expected from tourism this year

Tourism could earn for Britain this year a new record of £1,000 million of valuable foreign exchange. This was stated by Sir Alexander Glen, chairman of the British Tourist Authority (BTA), in London last week. Despite a slight drop in the number of overseas visitors during the first two months of this year, the BTA is hopeful of seeing a new record of more than 8 million overseas visitors to the United Kingdom in 1974. These visitors are expected to spend about £800 million in this country and a further £200 million with British carriers.

The very small decrease in the numbers of visitors during January and February – the 17 per cent reduction from the United States was almost balanced out by a substantial increase in numbers from other countries – has been attributed to the unusually unfortunate run of adverse events, both internationally and domestic, during recent months.

The BTA has mounted an intensive reassurance campaign, particularly in the USA, to show potential visitors that British life is continuing very much in the usual style and visitors are welcome.

Clearance of merger proposals

Shirley Williams, Secretary of State for Prices and Consumer Protection, has decided, on the information at present before her, not to refer the following proposed mergers to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973:

Dalgety Ltd./Crosfields and Calthrop Ltd.
Fitch Lovell Ltd./David Greig Ltd.
Town and City Properties Ltd./Sterling Guarantee Trust Ltd.

Patents endorsed 'Licences of Right'

Under Section 35 of the Patents Act 1949 the following patents were endorsed 'Licences of Right' on the date specified.

Number	Grantee	Subject-matter
19 April 1974		
1,207,211	International Standard Electric Corporation	Storage for information items of different length
1,212,752	International Standard Electric Corporation	Telephone subset with resistive hybrid network
1,298,123	International Standard Electric Corporation	Carrier frequency generator
1,254,835	Paul Erich Kettler	Improvements in or relating to hinged leg guards for tractors or like self-propelled working implements
1,286,353	Paul Erich Kettler	Mudguard reinforcement, particularly for trailers, tractors and construction vehicles
1,319,635	Paul Erich Kettler	Protective cage for trailers, tractors and construction vehicles
1,324,813	Paul Erich Kettler	An agricultural or building construction vehicle having a supporting arm for supporting a mudguard and/or other vehicle fitments
1,325,339	Paul Erich Kettler	Tractors
1,329,255	Paul Erich Kettler	Protective frame for tractors and construction machinery
1,264,059	ITT Industries Inc.	Improved dielectric structure for semiconductor device
1,307,916	ITT Industries Inc.	Phase comparison circuit
1,309,143	ITT Industries Inc.	Vehicle direction indicator winking frequency control circuit
1,204,373	Dowty Mining Equipment Ltd.	Conveyor advancing devices for use in mines
1,310,255	Raffinerie Tirlemontoise	Improvements relating to the treatment of sugar factory molasses
1,324,256	Empresa Nacional Calvo Sotelo de Combustibles Liquidos Y lubricantes S.A.	Process for preparing a fertiliser and furfural

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. Armitage, Comptroller

New air traffic radar control for Midlands

At midnight on 25 April the London Air Traffic Control Centre at West Drayton (LATCC) took over the control of aircraft flying on airways in the Litchfield and Harwarden sectors previously undertaken by Preston Air Traffic Control Centre. This is the first stage of a programme intended to bring all UK airspace under the control of two centres (London and Prestwick) and involves the introduction of new radar systems and air traffic control procedures. Completion of the full programme will make LATCC responsible for UK airspace as far north as the Scottish Border.

The improved radar facilities provided for this first stage incorporate a new Plessey AR-5 primary radar at Clee Hill, Shropshire, which complements the Cossor secondary radar installations already operating.

In addition, the radar coverage available at LATCC is greatly extended by the linking of the Marconi S 264A primary radars and Cossor secondary radars at St. Annes, Lancashire, to West Drayton using modern Plessey digital extraction, transmission and processing equipment. These techniques provide the air traffic controller with fully processed and labelled displays of greatly improved clarity. British industry in conjunction with the telecommunications division of the National Air Traffic Services has been responsible for these major technical improvements at a cost of about £1.5 million.

Loss of the trawler 'Gaul'

Having read the report of the preliminary inquiry into the loss of the trawler *Gaul*, the Secretary of State for Trade has ordered a Formal Investigation to be held as soon as possible. The date and place will be announced later.

The *Gaul* disappeared with her crew of 36 somewhere north of North Cape, Norway, on 8 February 1974.

Gavin Strang (left), Parliamentary Under-Secretary of State, Department of Energy, and W. H. McAlpine, director of Sir Robert McAlpine and Sons Ltd., during a visit to the McAlpine development at Ardyne Point on the River Clyde. The company is building a yard to construct the first concrete platforms for North Sea oil. Contracts worth £40 million are in hand for two platforms.

Controller of National Air Traffic Services

Peter Shore, Secretary of State for Trade, has consented to the appointment by the Civil Aviation Authority and the Secretary of State for Defence, of Air Vice-Marshal I. G. Broom as Controller of the National Air Traffic Services in succession to Geoffrey Stallibrass, who is retiring. He has also appointed AVM Broom as a member of the CAA. His appointments, which will be in the rank of Air Marshal are for a three-year term from 11 May.

Consequent on AVM Broom's appointment, the CAA and the Secretary of State for Defence have appointed Mr. W. C. Woodruff to be Deputy Controller of the NATS and Mr. A. Field to be Joint Field Commander, both from 11 May. Mr. Woodruff is currently serving as Joint Field Commander and Mr. Field is Director of Civil Air Traffic Operations.

The NATS is a joint civil/military service manned by the staff of the Civil Aviation Authority and by Services personnel.

Gavin Strang visits Norway and USA

Gavin Strang, Parliamentary Under-Secretary to the Department of Energy, with special responsibility for North Sea oil and related industrial activities, was due to visit Norway on 30 April and 1 May. Next week he is to visit Houston, Texas.

On 30 April, Dr. Strang was delivering the opening address of the day at an international conference on North Sea oil which is being held in Oslo. His theme – 'British policy in relation to North Sea oil'.

The following day Dr. Strang was due to visit Stavanger to see examples of platform construction work and other oil related projects currently in hand. Dr. Strang has recently made similar visits to Scotland; his visit to Stavanger will enable him to compare progress in the two countries. While in Norway he was having discussions with leading industrialists in the oil related sector.

The Minister will be flying to Houston, Texas, on 4 May to visit the Offshore Technology Exhibition and Conference where leading firms in the offshore supplies industries will be displaying the latest products and techniques for the production of offshore oil and gas. A substantial mission from the Department's Offshore Supplies Office will also be present at Houston to assess these developments and to undertake discussions aimed at providing a greater United Kingdom capability in the offshore supplies market. Dr. Strang's visit to Houston reflects the Government's determination to encourage British industry to achieve this greater capability. Over 70 United Kingdom companies engaged in the offshore supplies sector will be exhibiting at the Houston exhibition.

During his three day stay in Houston Dr. Strang will also visit leading American companies in the offshore production sector.

Dr. Strang will return to the United Kingdom on 8 May.

MFV 'Navena' investigation

The public Formal Investigation into the circumstances surrounding the stranding and subsequent constructive total loss on 6 December 1973 of the motor fishing vessel *Navena* will open at 10 a.m. on 24 June 1974 at the Sheriff's Court, Aberdeen. It is anticipated that the hearing will last for two or three days.

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'North Sea Oil and the Environment' – a report

A report – 'North Sea Oil and the Environment' – which examines the environmental problems of oil developments on shore, was published on 25 April.

The report was produced by the Environment Committee of the Oil Development Council for Scotland, which was established in August 1973 under the chairmanship of the Marquess of Bute 'to consider the possible effects of oil developments on the environment, the adequacy and effectiveness of the exisiting planning machinery in dealing with proposals for such development, and the feasibility of publishing a national strategy for coastal development'.

In their report the Committee note the widespread concern that sites used for oil developments might be abandoned in a derelict state, and they observe that, while planning law at present gives local planning authorities adequate powers to require contractors to rehabilitate sites, it is not clear how rehabilitation can be financed if a contractor is unable to meet his obligations.

The Committee rejected, both on principle and because of the practical difficulties involved, the idea of a fund financed by the Government or by the developers, or both, to pay for rehabilitation. They suggest instead that the Town and Country Planning Act 1972 should be amended to empower local planning authorities to require individual developers, as a condition of planning consent, to make arrangements under a system of bonds or guarantees which will ensure that finance is available for rehabilitation. They suggest also that the Government should consider the possibility of public ownership of sites in environmentally sensitive areas.

In considering the balance to be achieved between industrial and economic objectives on the one hand and environmental and social objectives on the other, the Committee suggest that 'certain broad considerations on a proper balance would command general assent, and must be applied in examining specific proposals. These should recognise that due weight should be given to environmental as well as to industrial considerations, that the environment should not invariably be sacrificed to economic growth, and that land is a limited resource of increasing value to the community as a whole'. The report notes that the impact of oil developments on the ground is to a great extent determined by the scale of offshore operations; and the Committee urge the Government to plan in advance for the additional demands which the resulting developments will create when reaching decisions on the scale and content of future licensing rounds.

The Committee make several suggestions for improving the appraisal of planning applications, including a requirement that local planning authorities should inform the Secretary of State on receipt of all applications for major oil-related developments, and the development of a model form specifying the information which developers should be required to submit when making an application. They make suggestions for improving the evidence given at public inquiries, and propose that the Government should examine the possibility of streamlining public inquiries. They point out that manpower shortages can impede the speedy and effective appraisal of applications, and suggest that the Government should make additional financial assistance available to local planning authorities faced with unforeseen applications for oil developments, as well as reviewing the demand for and supply of qualified planners.

The Committee endorse the view of the Scottish Development Department that, as far as possible, oil developments should be sited in the Central Belt. They note the problems associated with oil developments on the west mainland coast between Thurso and Machrihanish in view of the value of its natural environment and the fragile nature of its communities; and they record strong reservations about the placing of large scale labour intensive developments in this area, although they consider that other forms of oil developments, such as service bases, could bring benefits to the communities in the area.

Alex Eadie calls for consumers to use energy economically

The need for all consumers – domestic, commercial and industrial – to use energy economically and efficiently and to cut out waste was stressed last week by Alex Eadie, Parliamentary Under-Secretary of State, Department of Energy. He was speaking at the opening of the International Heating, Ventilating and Air Conditioning Exhibition at Olympia in London. Mr. Eadie said:

'In 1973 this country consumed energy equivalent to 341 million tons of coal. A continuation of the trend of recent years would raise our energy consumption by about a quarter by the mid-1980s. These are considerable quantities by any accounts.

'The pattern of the 1960s, when oil was cheap and readily available, was continuing in the 1970s and the way we used our energy mirrored this situation. We took a lot for granted. This must now change. The era of cheap energy based upon plentiful supplies of oil is over and it would be very unrealistic to expect it to return.

'In this situation we have to look much more carefully at firstly our sources of supply, and secondly – what I feel to be more important at the present time – the way we use energy when we have got it. We must attempt to diversify our sources of supply to give ourselves greater security; and we must try to increase our flexibility in fuel use to improve our ability to cope with future uncertainties.

'In the field of energy we are considerably more fortunate than many other industrialised countries, as becomes increasingly apparent as the months go by. We have very large resources of coal . . . we have substantial supplies of natural gas from the North Sea and our knowledge of oil prospects in this area grows daily. And we have an impressive capability in the field of nuclear power.'

Mr. Eadie concluded: 'I cannot stress too strongly the need for all industries to find ways of absorbing increased energy costs. One way of doing this is to cut out waste; to use energy more effectively as well as more economically. All of us can recognise waste when we see it. We can therefore cut it out.

'It may be more difficult to identify ways of using energy more efficiently, though it is not difficult to see the potential of better insulation, for example. This is where the heating and ventilation engineer can help.

'I look forward to being able to say that this exhibition in 1974 marked a new departure by this industry to press home the need for all consumers to use energy with care.'

Record holding power in relation to weight is claimed for the Stevin anchor, manufactured by Fielding and Bacon Ltd., Erith, Kent, for offshore oil rigs, single buoy systems, dredgers, pipelaying barges and moorings. The anchor achieves greater penetration by a combination of hollow sharp flukes and the pressure of 25 per cent of the total anchor weight on these points. Twin stabilisers prevent rotation. Stevin anchors are being supplied for the secure anchoring of offshore oil rigs in the North Sea.

Lancashire factories taken

The Department of Industry has announced that Almetex Ltd. is to occupy a factory of 24,000 sq. ft. on the Parr Industrial Estate, St. Helens, Lancs., which is administered for the Department by the English Industrial Estates Corporation.

Almetex is a new company involved in aluminium extrusion. It is backed by the Co-operative Insurance Society, Amalgamated Metal Corporation (the international metal traders with aluminium smelting interests) and Dr. Harry Fletcher, the managing director of Almetex. The CIS funds are administered by Small Business Capital Fund Ltd., the venture capital arm of CIS, who played a prime role in establishing the new company.

About 70 people will be employed when full production is reached on the first phase and future expansion could well double this number.

The Department of Industry has announced that Cigarette Components Ltd. is purchasing a 20,000 sq. ft. Advance Factory at Heasandford, near Burnley, built on behalf of the Department by the English Industrial Estates Corporation.

Cigarette Components Ltd., part of the Bunzl Pulp and Paper Group, is nationally known as manufacturers of cigarette filters. For many years the company has occupied premises on the Government-financed Bede Estate, County Durham, where it has 330,000 sq. ft. of factory space and employs 1,600 people.

At Heasandford the company is also purchasing the five-acre site on which the factory is located and hopes to put in hand plans for immediate extension of the premises to about 70,000 sq. ft.

When full production is reached about 70 people should be employed in the existing factory and this would increase to 170 when the extension is fully operational.

'T & I' subscriptions and sales

Subscriptions and sales inquiries about *Trade and Industry* should be directed to HMSO at any of the following addresses: 49 High Holborn, London, WC1; 13a Castle Street, Edinburgh 2; Brazennose Street, Manchester 2; 258 Broad Street, Birmingham 1; 109 St. Mary Street, Cardiff CF11 JW; 50 Fairfax Street, Bristol BS1 3DE; 7-11 Linenhall Street, Belfast 1; or through any bookseller.

Clothing industry review to 1977

Higher UK and foreign demand will afford considerable opportunities for the UK clothing industry, says a review* of its prospects up to 1977, published by the Economic Development Committee for the Clothing Industry. But this will only be the case if productivity is dramatically increased and import penetration of the home market does not exceed 22.5 per cent in 1977. Increased productivity is vital to enable the industry to become a high wage industry and to overcome increasing shortages of labour in addition to reducing costs and strengthening its competitive position. No figure is put on the amount the industry will have to invest in order to achieve more rapidly increasing productivity but it is made clear that a higher rate of investment is required than has been usual.

The attainment of a permanently higher rate of productivity performance to something near the rate which was achieved in 1972-73 (16.7 per cent over a two-year period) will represent a break with the past for the clothing industry. It has never managed to sustain a high rate of productivity increase over a prolonged period, and the EDC recognises that it will not come about without a series of major changes in the industry: it is these which the review's recommendations seek to initiate.

Measures to increase productivity can, of course, only be taken within individual firms, but a working party is proposed to consider the establishment of a clothing productivity centre to assist firms comparable to those already established by several of the UK's EEC competitors, with the possibility of a clothing management centre linked to it. The review recommends that firms improve their ability to attract and retain the labour they need by satisfying legitimate aspirations for improved pay, working conditions and job interest, that research be carried out into the location of additional supplies of labour, and that a guide to personnel management specific to the clothing industry be compiled.

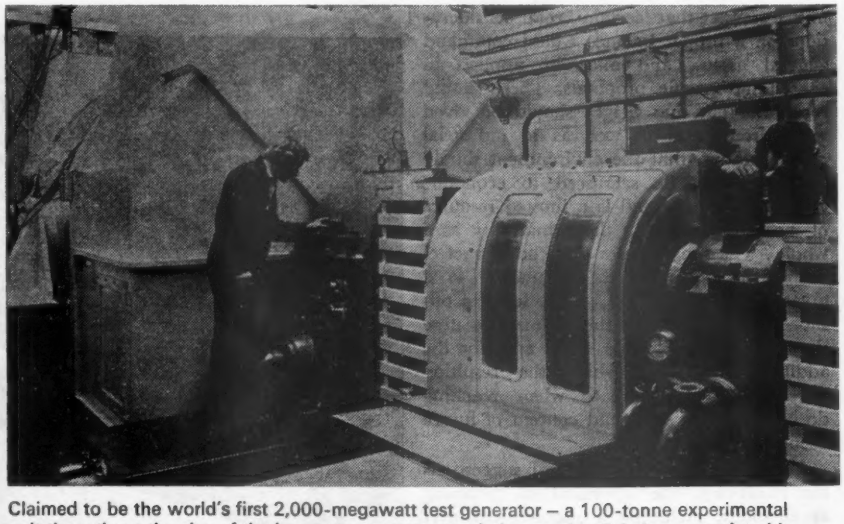
The pre-tax profitability of the clothing industry has shown a declining trend since the 1950s and to achieve increased investment it is suggested that industry consider the possibility of obtaining assistance under the Industry Act as well as investigating other sources of funds.

Closer examination of the interface between the UK clothing manufacturing and clothing retailing sectors, of retailers' reasons for buying imported clothing and of the effect upon demand of increased credit availability are all recommended. The collection and processing of information about foreign and home markets, improved economic intelligence and the establishment of a permanent mart for the products of the UK clothing industry are also recommended. To increase its ability to support its own interests with customers, suppliers and governments both in the UK and the EEC, it is recommended that the industry should strengthen its trade association structure.

This review is the first occasion on which the EDC has undertaken a survey of the industry in all its aspects and made comprehensive recommendations for overcoming obstacles to its future development.

In a supplementary note to the review, it is anticipated that higher energy costs, including the direct and indirect effects of higher fuel costs on raw materials, will add only about 3 per cent to the final retail price of clothing between 1973 and 1977. The substantial rise in raw material prices which has occurred recently is felt to be much more significant.

* *Industrial Review to 1977: Clothing*—price 50p from Neddy Books, Millbank Tower, Millbank, London SW1P 4QX. It includes a supplementary note on the impact of the new energy situation and data for 1972 and 1973.



Claimed to be the world's first 2,000-megawatt test generator – a 100-tonne experimental unit three times the size of the largest generators now being used in Britain – completed by C. A. Parsons and Co. of Newcastle upon Tyne. The £½ million machine is the result of three-and-a-half years' development work and is stated to take electrical design engineers 10 years into the future. Special instrumentation measures magnetic and electrical loads. A computer-controlled data logger has been installed. In addition to proving designs for the very large generator ratings of the future, the machine will be used to prove features which will increase the power-to-weight ratio of small generators from 200 MW upwards.

Eric Heffer (centre) and Gregor MacKenzie (left), Minister of State and Parliamentary Under-Secretary of State, Department of Industry, at a press conference during a visit to Scotland. On the right is John Warne, director, Office for Scotland, Departments of Trade and Industry.

Survey into temporary anti-corrosion protection

On the advice of its Committee on Corrosion and Protection, the Department of Industry is supporting a technical survey into the application and efficiency of anti-corrosion protective systems. The survey will be carried out by the Fulmer Research Institute Ltd.

Corrosion can spoil a product, in storage, in transit and even at inter-stage processing, before it ever reaches the user. The remedy often lies in use of temporary protectives and these are particularly desirable for overseas exports.

For manufacturers the survey will independently monitor the efficiency of established products and assist in the launching of new systems. For the user, the survey will show which anti-corrosive treatments are likely to provide the best combination of properties to meet specific requirements.

Tests included in the programme will cover the effects of relative humidity, fluctuating temperature, salt spray and sulphur dioxide atmospheres, wear resistance and outdoor exposure, besides the determination of other physical properties required by BS 1133, Section 6.

The subscription fees for manufacturers and suppliers of temporary protective treatments range from £180 upwards according to the number of treatments nominated for testing. The fee for users, who want an assurance that a product or system meets their requirements and specification, will range from £80.

Further information may be obtained from Dr. G. Sanderson, Fulmer Research Institute Ltd., Stoke Poges, Slough, Bucks. (tel. Fulmer 2181).

The 1971 Report of the Committee on Corrosion and Protection estimated that the annual cost of corrosion in the UK, including costs incurred in taking preventive measures (both temporary and permanent), was at least £1,300 million, and that potential savings which could arise from the better use of existing knowledge and techniques would be of the order of £310 million.

The Report drew attention to the need for greater awareness in the selection, specification and control of application of protective treatments. For this reason the former Department of Trade and Industry decided to form, under the aegis of the Department's Committee for Industrial Technologies, a new Corrosion Committee under the chairmanship of Mr. J. B. Cotton. The present survey is one result of the Committee's activities since it first met in May 1973, and although restricted to temporary protective treatments, it is considered to be in an area of considerable national need, particularly at the present time, when current problems with the supply of materials has emphasised the importance of reducing the wastage of stocks of raw materials and part-finished components.

Fluid loading of offshore structures

Nigel Broackes, Chairman of the Ship and Marine Technology Requirements Board (SMTRB) of the Department of Industry, opened a one-day conference on the fluid loading of offshore structures at the National Physical Laboratory on 30 April. The conference was held to acquaint industry with the activities of the Board in the area of offshore structures and to stimulate an interchange of views so that efforts are properly attuned to the requirements of industry, including safety considerations.

Mr. Broackes said that the Board's first annual report, due to be published shortly, will reveal that it was responsible for an expenditure of about £4.5 million, two-thirds for work on the building and operation of ships and about £500,000 on what he would term the creative end of the spectrum. He mentioned that the Board had commissioned work at a probable cost of £900,000 or so in the area with which the conference was concerned. There was a need for considerable research work on the design of structures for work in the North Sea, where the conditions were so arduous.

A considerable part of the conference was devoted to the work being undertaken at the NPL, and a full report of the proceedings of the conference will subsequently be available from the Laboratory.

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Work starts on Government factory at Newquay

Work has started on the construction of a 10,000 sq. ft. Advance Factory at Newquay in Cornwall.

A contract has been awarded by the English Industrial Estates Corporation to C. E. Christian Ltd., of Newquay, to build the factory. Architects for this project are Geoffrey Bazeley and Miller Williams, of St. Austell, and the quantity surveyors are J. H. Snellgrove and Partners, of Helston.

The premises should be ready for occupation by the end of the year. Inquiries regarding the factory should be made to Mr. F. Jennings, Estates Manager, English Industrial Estates Corporation, Pool House, Pool Street, Bodmin (tel. Bodmin 3325) or to any office of the Department of Industry.

N.E.L.D.C.++++
TOMORROWS INDUSTRY CHOOSES THE NORTH EAST LANCASHIRE INTERMEDIATE DEVELOPMENT AREA FOR ITS EXPANSION++ A WIDE RANGE OF FIRMS WITH HIGHLY TECHNICAL PROCESSES HAVE ALREADY SUCCESSFULLY ESTABLISHED THEMSELVES IN THE AREA++++
IF YOU ARE A TOMORROWS FIRM AND WISH TO LEARN SOMETHING TO YOUR ADVANTAGE,CONTACT: ++ BOB CHILDES, INDUSTRIAL DEVELOPMENT OFFICER, NORTH EAST LANCASHIRE DEVELOPMENT COMMITTEE, TOWN HALL, PADIHAM, LANCASHIRE++++ TELEPHONE PADIHAM 71557/73005.++++++
N.E.L.D.C.++++ N.E.L.D.C++++ N.E.L.D.C.++++

Government industrial separation processes service for industry

Industrial separation processes can be expected to receive increasing attention from now onwards. On 1 April a new Department of Industry service, known as the Separation Processes Service (SPS), was inaugurated as a collaborative venture between the Atomic Energy Research Establishment, Harwell, and the Warren Spring Laboratory. The service has its headquarters at Harwell and receives financial support from the Chemicals and Minerals Requirements Board of the Department of Industry.

SPS provides a specialised design, information and research service, to industrial companies covering in depth a substantial part of the whole field of industrial separation processes. Companies who become members of SPS, on an annual subscription basis, will be entitled to use the full facilities of the service and to help in choosing relevant topics for its future research and development programme. This programme, which is funded by the Department of Industry, will initially concentrate on topics in the fields of crystallisation, drying and liquid/liquid extraction. As more members join the Service, the range of programmes will be increased to cover other unit operations and to reflect the needs of members.

Other facilities provided by SPS will in-include access to a comprehensive computer-based information service with a monthly publication of information and abstracts covering the main themes of separation processes.

SPS will be run on similar lines to the Heat Transfer and Fluid Flow Service, which has now been operating very successfully at Harwell for over six years.

Further information on the scope of the Separation Processes Service and details of membership, can be obtained by contacting the project manager, Dr. Philip Hawtin, Separation Processes Service, Building 351 AERE, Harwell, Oxfordshire OX11 0RA.

Department of Industry information chief

Raymond Tuite has been appointed Head of Information Division at the Department of Industry.

A former Fleet Street journalist, Mr. Tuite served with the Foreign Office at various posts as an information officer. In 1961, he transferred to the Board of Trade, where he was Deputy Chief Information Officer and in 1970 was made Head, News Branch, Department of Trade and Industry. In 1973, he was seconded to the Price Commission as Chief Information Officer.

Eric Heffer assures industry of continuing regional aid

The Government has stated its intention to maintain, continue and develop the existing system of financial and other incentives available for the location of new industry and the expansion of existing industry in the Assisted Areas.

This assurance was given in Parliament on 29 April by Eric Heffer, Minister of State, Department of Industry. He said in a written answer to a Parliamentary question from Alec Jones (Rhondda): 'One of the Government's first priorities is to achieve a high rate of new investment, particularly in manufacturing industry. No-one can say that over the whole post-war period our performance has been satisfactory in this respect. Equally we must make a sustained effort to eliminate the disparities in employment and development which have built up over the years between Scotland, Wales and the Assisted Areas of England and other parts of the country. Our broad intention is to continue and develop the financial and other incentives now available for the location of new industry and the expansion of existing industry in the Assisted Areas.

'Against this background we have been considering the system of incentives we have inherited from our predecessors in the Industry Act 1972. This Act gives us wide powers, which we intend to use to the full, in promoting investment, the modernisation of industry and regional regeneration. But, as stated in our manifesto, we also intend to bring forward a new industry bill to give us the wider powers, for example through planning agreements, that we shall require in order to achieve our purposes. We shall, of course, discuss the proposals fully with those concerned. In the meantime, however, I think it is desirable to make plain our intentions in respect of existing incentives to invest so that industry will have the confidence to go forward with existing and new projects.

'Thus industry can be assured that the existing system of Regional Development Grants will be maintained, although within this framework adjustments may of course have to be made from time to time.

'As my Rt. Hon. Friend the Chancellor of the Exchequer has announced, we will maintain the existing arrangements for Regional Employment Premium while considering further possibilities for the future. We will therefore continue the existing rates of payment of Regional Employment Premium beyond September 1974.

'As for selective assistance in the Assisted Areas, we intend to build on the system set out in the Industry Act 1972 so that companies in these areas can continue to receive assistance. In appropriate cases, we shall be ready to provide assistance in the form of share capital.

'We shall continue with the system of regional devolution so that the bulk of cases will be decided in the areas where the projects are to be located.'

Minister confident that small firms will prosper

'Our small firms are an integral and vitally important component of the British industrial structure,' said Gregor MacKenzie, Parliamentary Under-Secretary of State Department of Industry, on 29 April. 'Their future is closely bound with the economic prosperity of the country as a whole.'

Mr. MacKenzie, who was speaking at a conference of the Hardware Manufacturers Association at Great Malvern, Worcestershire, said: 'The Government is pledged to a policy of industrial expansion and development. To maintain employment and create the prosperity the country requires there must be a strong and thriving industrial base so that firms of all sizes can make their own contribution to our economic progress. This can only be achieved if firms are profitable and have confidence to invest for the future.'

He said that the means of achieving these aims were still being worked out within the framework set out in the Government's election manifesto and added: 'The potential contribution of small firms will certainly not be overlooked. Although small firms cannot be treated as being somehow outside the scope of general economic and fiscal policy, the Government fully recognises that they have legitimate interests and needs of their own. They can be assured that these interests will be fully taken into account in the formulation of Government policy and that I and the Small Firms Division in the Department of Industry will continue to keep a close watch on the effect of policies on the small firms sector. We will intervene on their behalf if, and when necessary. In this we can expect to be helped and guided by representative organisations which play such an invaluable role in keeping us in touch with the views and anxieties of their member firms'.

Mr. MacKenzie emphasised that although the changing economic conditions in the world have had their effect on industry in this country and on this structure, there was every reason to be confident that there will continue to be a place for the smaller enterprise which is efficiently run and responsive to change. 'Certainly it is difficult to envisage how the contribution of small firms can be replaced without seriously impairing industrial efficiency and competence. What is true now is likely to hold good for the future,' he added.

Information on 'T & I' material

Readers seeking detailed information on material published in *Trade and Industry*—such as the date on which a particular article was published—should contact the Library at 1 Victoria Street, London, SW1 (Tel. 01-222 7877, ext. 5842). The library compiles the quarterly index to *Trade and Industry*.

BOTB News

Eric Deakins opens British machine tool exhibition in Stuttgart

Eric Deakins, Parliamentary Under-Secretary of State for Trade, opened the British Machine Tool and Equipment Exhibition in Stuttgart. Organised by the British Overseas Trade Board in association with the Machine Tool Trades Association, this was the largest all-British exhibition of machine tools and associated equipment ever staged outside Britain.

It gained the enthusiastic support of the industry, which participates regularly in the major international trade fairs in Europe. A total of 55 firms were showing their products, occupying three halls of the Stuttgart fair complex. Exhibits included a wide range of machine tools, engineers tools and gauges and other equipment related to the industry.

The exhibition, which closed on April 28, was aimed principally at furthering the high reputation which British equipment and techniques enjoy in South Germany, centre of machine building, heavy and precision engineering, and automotive production.

In his speech, Mr. Deakins said: 'The United Kingdom and the Federal Republic of Germany are both major international trading nations. Your own country is now the second largest trading country in the world after the United States, our own second largest market and our second largest supplier of imports. This illustrates the extent to which we are both dependent upon international trade for the augmentation of our Gross National Product and thus the standard of living of our peoples which we seek to improve. Indeed, without it, the United Kingdom would not be able to play the role on the international scene which we share to such a large extent with you and in which we are therefore partners.

'The United Kingdom's trade with the Federal Republic of Germany is therefore of obvious importance and it is satisfying that it shows a regular increase down the years: by 10.3 per cent in 1972 over 1971, and by 33.1 per cent in 1973 over 1972. However, it continues to run at a deficit in terms of the balance of visible trade in sterling which gives us cause for concern. This adverse balance with our second largest trading partner is a large one and represents a state of affairs which we cannot afford to see continue indefinitely.

'For while in the 10 years from 1963-73 your own share of the United Kingdom import market increased from 4.3 per cent to 8.5 per cent, our share of your market fell from 4.7 per cent to 3.5 per cent. This was during a period in which your own trade with your original EEC partners accounted for an increasing share of your total trade. We would hope that in present circumstances we should be able to do more than a little to redress this trend. We need to get a better balance in trade between the United Kingdom and other EEC members, for the increasing size of our deficit is causing us concern. Nevertheless, like you, we are still prepared to advocate a liberal and expansionist approach to international trade and commerce because we believe that an end to trade barriers must be of benefit to the peoples of the world. That is, why we attach such importance to the forthcoming GATT multilateral trade negotiations.'

Later Mr. Deakins said: 'The British machine tool industry has in the 1970s confirmed its position as a major supplier to world markets. Nowadays nearly half of the industry's output goes for export, with the countries of the European Community collectively as our foremost market, consuming between them over a quarter of total United Kingdom exports of machine tools. Clearly, world markets are of vital importance to our industry and Germany is one of our top markets. This is shown by our sales effort over recent years which has resulted in exports of machine tools to the Federal Republic increasing to more than four times the level of the mid-60s, up to their present value of some DM 50 million a year.'

While in Stuttgart Mr Deakins addressed a combined meeting of the Stuttgart Chamber of Industry and Commerce and the Baden-Wurttemburg Branch of the British Trade Council.

Hints to businessmen

DTI's *Hints to Businessmen* booklets cover over 100 countries individually, and provide invaluable information on such subjects as industries, economic factors, the nature and extent of imports and exports, population, travel, hotels, climate, currency and public holidays. Copies are available free to British businessmen visiting any country on export business. Apply to: Export Services Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU; tel. 01-248 5757, ext. 7146.

Lord Beswick visits German air show

Lord Beswick, Minister of State in the Department of Industry, attended the official opening of the West German Air Show at Hanover on 26 April. This was the Minister's first visit to the aviation industry abroad since taking over responsibility for aerospace in the new Government. More than 30 British firms are exhibiting at the show, which runs until 5 May.

Wide-field magnifying spectacles with operating headlamp included among opthalmic and diagnostic equipment promoted at the medical equipment exhibition in April at the British Export Marketing Centre in Tokyo. The spectacles – made by Keeler Optical Products Ltd., Windsor – give 2× or 4× magnification and three different working distances for the eye surgeon. The exhibition was under the direction of the British Overseas Trade Board in conjunction with the British Hospitals Export Council.

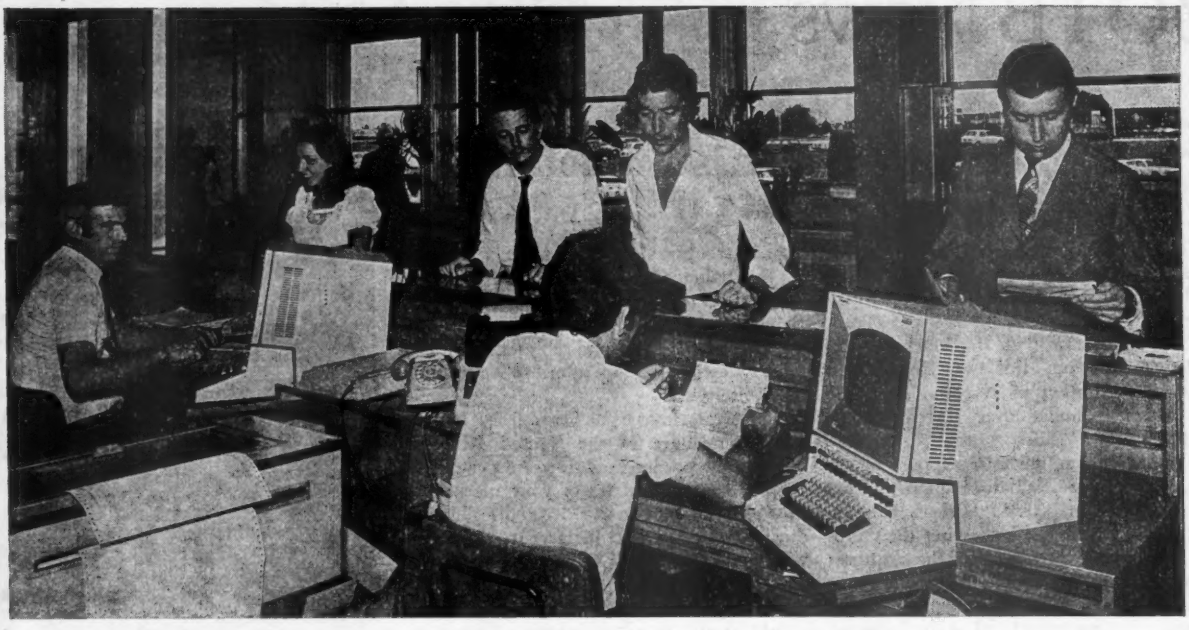
British firms well represented at German spring fairs

Over 40 British companies are exhibiting with the support of the British Overseas Trade Board, at three German trade fairs this spring.

Munich: International Exhibition and Congress for Bio-Chemical Analysis, 22-26 April: a joint venture display was presented by 12 British firms at this specialised event, in conjunction with BOTB and the Scientific Instrument Manufacturers Association of Great Britain.

Weisbaden: International Pet Trades Fair 'Interzoo', 10-12 May: under the direction of BOTB, 18 British companies are again exhibiting at this fair, in association with the Pet Trade Association. Among the products they display will be kennels, aquaria, dog coats and cat baskets.

Dusseldorf: International Bakery Trade Fair, 11-19 May: in association with BOTB and the Process Plant Association, 12 British firms have organised a joint venture display where they will be exhibiting bakery plant machinery.



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'Selling to Public Authorities in Canada': BOTB's latest publication

The revised edition of 'Selling to Public Authorities in Canada', prepared by the British High Commission in Ottawa and published by the British Overseas Trade Board, is now available.

The purpose of the booklet is to help British exporters by explaining the scope and nature of Canadian public procurement, as well as the policies and procedures of the various authorities concerned.

The booklet lists the three levels of public procurement authorities in Canada: Federal, the Central Government; Provincial, the Government of each Province; Municipal, the local areas within each Province.

Under 'Provincial Buying' it sets out the idiosyncrasies of the procurement organisations and policies of each of Canada's 10 Provinces.

The organisation and the method of procurement are outlined in the booklet which offers advice on how to sell, as well as mentioning some of the obstacles to selling.

This publication also includes an annex giving the full names and addresses of the Overseas and Regional Purchasing offices of the Canadian Department of Supply and Services; and the HQ and Regional offices of the Department of Public Works.

Copies of 'Selling to Public Authorities in Canada' are available free of charge from Export Services Branch, Room DO5, Export House, 35 Old Bailey, London EC4M 7HU; tel. 01-248 5757, ext. 7081.

A May flourish in Amsterdam by Britain

Over 50 British companies are taking part in joint venture displays arranged by the British Overseas Trade Board in Amsterdam this month.

International Exhibition for Traffic Engineering 'Intertraffic 74', 14-17 May: under the direction of BOTB and in association with British Electrical and Allied Manufacturers Association 10 British companies have a joint venture display. The equipment they will be exhibiting includes road hazard warning signs, ticket machines and parking controls.

European Exhibition for Ceramic Industry in conjunction with the 13th International Ceramic Congress 'Eurocerex '74', 26-31 May: BOTB and Birmingham Chamber of Commerce have organised a joint venture display with 15 British firms for this exhibition. The products they are exhibiting include kilns, brick-making machinery and glaze stains and colours.

European Exhibition for Petroleum Technology 'Petrotech', 28-31 May: air compressors, pneumatic valves, pipeline accessories and road tanker equipment are some of the products 27 British firms will be exhibiting at a joint venture display in association with BOTB and London Chamber of Commerce and Industry.

Korea Trade Advisory Group formed

The British Overseas Trade Board has established a Trade Advisory Group to cover the expanding market in the Republic of Korea. The Group will advise the Board and British exporters on opportunities for exports and investment in Korea and co-ordinate the BOTB's export promotion programme in that country.

In recognition of the close trading relationship between the Korean and Japanese markets, the existing Japan Trade Advisory Group has been expanded by the addition of businessmen with special expertise in the Korean market so that certain of its members now also constitute the new Korea Trade Advisory Group. The chairman of both groups is Mr. G. C. Nichols, of Rotaprint.

Members of the Korean Trade Advisory Group are: G. C. Nichols (chairman), Rotaprint; A. Barclay, Brown and Sharpe; N. Wood, Associated British Foods; G. Holdsworth, Dodwell and Co.; E. Rock, Rayden (Japan); J. Donnelly, GEC Turbine Generators; P. Godwin, Lazard Bros.; R. Cowan, Patterson Simons; M. C. Denne, Far East Department, Foreign and Commonwealth Office; T. G. Harris, Commercial Relations and Exports Division, Department of Trade; and J. N. Cohen (secretary), Department of Trade.

UK exports to the Republic of Korea over the last five years have been as follows:

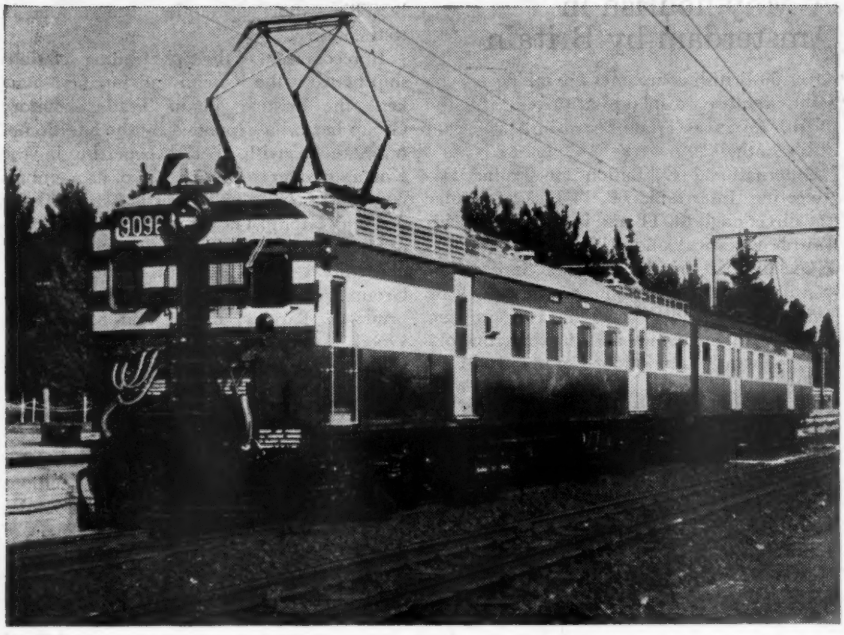
£ million

1969	1970	1971	1972	1973
12.0	11.4	22.2	25.2	21.4

Source: Overseas Trade Statistics of the UK.

Seen cruising above Sydney opera house, the Britten-Norman 'Islander' is one of more than 500 Islander and Trislander aircraft sold by the company in the past ten years and now in service in more than 70 countries. The twin piston-engined aircraft needs only 520 ft. for take-off, and, assisted by the oversize square-cut wings, is capable of operating from unpaved airstrips. The Islander carries nine passengers – or the seats can be removed in minutes to enable it to take more than one ton of cargo. Special interior fittings for the 'Defender' variant provide for use as an air ambulance with room for three stretchers, two attendants and medical equipment.

Export Business



More coaches of South African Railways are to be fitted with GEC Traction power equipment.

UK factories supply £3.75m parts for South Africa rail

GEC Traction Ltd. is to supply power equipment for 119 motor and 360 trailer coaches to be built by the Union Carriage and Wagon Company Ltd. of Transvaal for South African Railways. The total value of the order placed with GEC Engineering (Pty.) Ltd., South Africa, by the main contractor, Union Carriage and Wagon Co. Ltd., is approximately £6.7 million.

Manufacture of the power equipment, designed by GEC Traction Ltd., will be shared between the GEC factories in Benoni and Knights, Transvaal, and the GEC Traction plants at Manchester, Preston and Sheffield, the UK content being in the region of £3.75m.

The new trains are required for services on the Eastern Transvaal, Natal and Cape Western sections of South African Railways' 3,000V dc 3 ft. 6 in. gauge system.

Following the successful trials of thyristor chopper control equipment developed by GEC Traction and installed in two motor coaches of the South African trains, the last 24 motor coaches to be built comprising nine first class and 15 third class units, will be fitted with the new GEC thyristor chopper equipment and will go into service with trailer coaches on the Cape Western section. This equipment has been so designed that it can be installed in existing motor coaches and satisfactory operation of the fleet of 24 chopper-equipped multiple-units will enable South African Railways to consider extending chopper control to its entire multiple-unit fleet, resulting in greater passenger comfort with conservation of energy.

In principle, the equipment 'chops up' the dc supply, using thyristor switches and applies it to the traction motors in equal-sized blocks. The spacing between the 'blocks' determines the total power supplied to the motors and thus the rate of acceleration of the train. Because the spacing between 'blocks' is electronically controlled, acceleration is completely smooth, contributing to improved train performance.

'Chopper' equipment was first developed by GEC for dc electric traction in 1963 and thyristor control for 50Hz ac electric traction in 1964, with examples operating in UK, Europe, Asia and now South Africa, it is reported.

GEC Traction has been associated with the electrification of South African Railways since its inception, having designed and built some hundreds of the earlier locomotives, latterly produced in South Africa to the original designs and to later designs derived therefrom. The entire fleet of 1,600 electric locomotives and over 1,000 motor coaches is powered by GEC traction equipment.

Surgical orders from Cape Town...

Two of the most advanced types of automatic surgical instrument washers, valued at almost £12,000, are on their way to Groote Schuur hospital in Cape Town – where the world's first heart transplant operation was carried out – from the Wokingham factory of A. Johnson & Co. (London) Ltd.

This is the second South African order for this Johnson washer. The first two machines were installed at Tygerberg Hospital, Cape Town, last year. Two further washers are in operation at the Lusaka Teaching Hospital Zambia and inquiries have been received from Nigeria.

Stanley Coaten, instrument processing manager at Johnson's Wokingham factory, said: 'The market for our washers in Africa is expanding rapidly. This is mainly due to the fact that many hospitals there are following the British pattern and our equipment – which provides a fully automatic cleaning and decontamination system – is used extensively in the most modern British hospitals.'

This advanced equipment combines five cleansing and decontamination operations – preliminary power wash, ultra-sonic detergent search, final power wash, hot water rinse and decontamination and hot air drying – into a single cycle.

...and from Tokyo

A thriving new market in Japan for British-made silk surgical sutures is one of the elements in continued sales expansion in the Bridport-Gundry netting and cordage group. To meet this continuing growth in demand, Bridport-Gundry is to spend some £400,000 in the current year on further increasing its production capacity.

The group has recently carried out a complete reorganisation of its main manufacturing base at Bridport, Dorset, to make maximum use of existing capacity and the new investment programme, too, will be centred on Bridport.

Bridport-Gundry's main business is in finished nets and netting for applications ranging from sports and commercial fishing to freight handling and defence. New plant to be installed will boost bulk production of netting at the initial stages of manufacture.

Included in the programme is a new, 7,500 sq. ft. plant at Bridport for the silk sutures which are manufactured by group subsidiary James Pearsall and Co.

British boilers supply steam for Indonesian island hotel

Three Fulton steam boilers are providing all the steam requirements in the tallest, most luxurious and modern hotel in Medan on the Indonesian island of Sumatra. The boilers, made by Fulton Boiler Works (Great Britain) Ltd. of Bristol, have been installed in the new 200-bedroomed Hotel Danua Toba. Two 36 kW electric boilers are in the kitchen and a model 50E oil-fired boiler is in the laundry.

Used to heat the contents of large boiling kettles, the two electric boilers have been connected to one steam supply pipe. This arrangement enables use of one boiler alone, or two simultaneously, depending on steam requirements at the time. Output of the two boilers working in parallel is 120 lb per hour.

Although electric heating elements could have been used in the boiling kettles, steam was chosen because it disperses the heat more evenly.

The fully automatic 50 hp oil-fired boiler, used for heating equipment in the hotel laundry, is from Fulton's established range of tubeless oil and gas-fired boilers and has a steam output of 750 lb per hour.

Fulton's packaged electric boilers incorporate an automatic pressure control, a thermostat, a safety valve and a water level control, all of which ensure that the boiler will cut out if the element overheats, pressure exceeds a pre-determined limit or if there is too little water in the unit. Another unusual feature of the boiler is the element which was custom-designed for Fulton. The elements are longer than traditional types and have fewer windings per inch. With this low output density per square inch, burn-out is prevented.

Tubeless oil-fired boilers have several advantages over traditional types, reports Fulton: running costs are low and, because there are no tubes or coils to burn-out, the danger of expensive shut-downs is eliminated. Maintenance is so simple that routine servicing can be carried out without calling in skilled engineers.

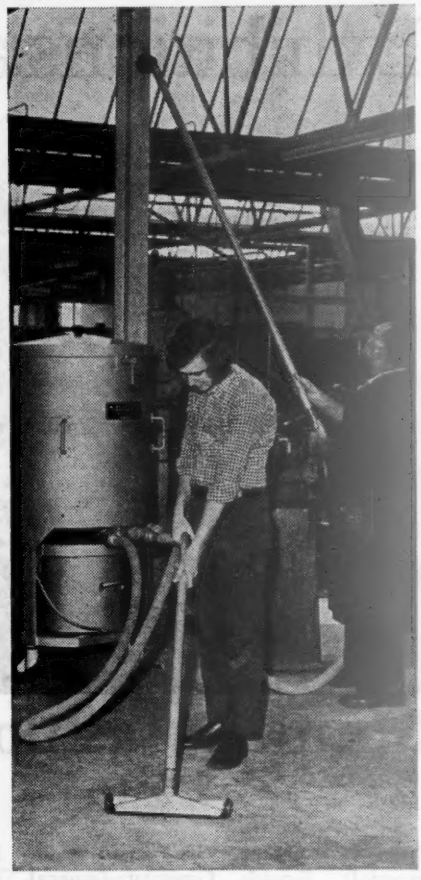
FABulous food!

FAB Foods Ltd. of Leatherhead, a member of the British Food Export Council, has reported receiving a very large first order for its savoury waffles for the Japanese market.

Worth over £40,000, the goods will shortly be on their way to one of Japan's food chains. BFEC points out that for a company the size of FAB Foods, this represents tremendous business and justifies its continual attention to export markets. The order follows an initial personal contact made by managing director Roger Cooke.

Commenting on the order, Mr. Cooke said: 'We have worked extremely hard to find the right distributors for our products in Japan and it would appear that we have found them. Most probably this is due to the fact that we exhibited at the ANUGA International Food Fair in Cologne last September and several large Japanese companies visited us to discuss export possibilities.

'We are exhibiting at the British Export Marketing Centre, Tokyo, in May when we hope to secure more business.'



Big vacuum cleaner goes to Yugoslavia

Sturtevant Welbeck Ltd., Brighton-based industrial vacuum cleaner manufacturer, has received an order from the Proles combine of Ljubljana, Yugoslavia, for one of its latest heavy-duty units (*pictured above*).

This is a 7½ hp Chieftain mobile machine capable of being used by up to six operators using 30 mm bore hose and is often specified as the basic power unit for connection to central fixed-pipework vaccum systems in factory and warehouse complexes.

The Proles machine is to be used for the collection of swarf, waste and chippings in machine shops where the unit will be moved between several locations to cope with a variety of spillage collection and cleaning problems.

Intended for working with two operators using 30 mm bore hose and suction tools, the Chieftain unit was chosen in preference to smaller, lighter machines, Sturtevant reports, for its large holding capacity, very high performance and ability to operate continuously over long multi-shift periods without risk of breakdown.

The Chieftain 7½ hp industrial vacuum cleaner is one of 12 standard types produced by Sturtevant Welbeck, which range in size from 1-20 hp and which include some ultra high suction types with positive displacement pumps in place of the more normal high volume turbo type air exhausters.

Hoverferries shorten Rio de Janerio run

Hovermarine Transport Ltd., Southampton-based manufacturer of high-speed commercial hovercraft, has announced the sale of three HM2 Sidewall Hoverferries for service in Brazil.

'The three hoverferries were ordered by Servicos de Transportes da Baia da Guanabara (STBG), a Brazilian ferry-operating company, which plans to run commuter services on the Bay of Guanabara between the business district in Rio de Janeiro and the suburban residential community of Niteroi', says Donald D. Adams, director of marketing, Hovermarine Transport. 'The three-mile run is presently serviced by large conventional ferries, some of which will be replaced by the HM2s'.

'The craft are under construction at Hovermarine's Southampton factory and are scheduled for delivery and entry into service this summer,' says Edward F. Davison, Hovermarine managing director. 'In spite of the current shortages of materials, we do not anticipate any problem in meeting requirements for this order'.

According to marketing manager, Bill Bickerdike, the route in Rio de Janeiro will be a five-minute run and HM2s will depart at five-minute intervals. The present ferry service takes almost 25 minutes to cover the same route. The 65-seat HM2 was chosen by STGB and approved by the Brazilian Ministry of Transport as the most suitable fast water transport in its class, states Hovermarine.

Five thousand ballpens for Swiss train system

Tallon Ltd. of Bristol, manufacturer of ball-point pens and other writing instruments, has secured an export order to supply ball-point stick pens to Swiss Railways.

The first consignment of 5,000 Tallon Broadline pens, manufactured in Bristol, leaves shortly for Basle.

Tallon reports an increasingly large world-wide market for its pens and now exports to countries in every continent.

Exhibitions and Fairs

Munich: fashion buyers snap up real fur

From W. R. Jupe, Vice-Consul (Commercial), British Consulate-General, Munich: The 29th Munich Fashion Week, 24-28 March, attracted 1,500 exhibitors from 23 countries. The exhibition, again fully booked out, occupied 77,000 sq. m. in all the halls of the Munich Fair Grounds and many hotels and fashion houses within the city. Britain, with 42 firms participating, again took fourth place in the list of foreign exhibitors behind France, Italy and Austria. Switzerland and the Netherlands followed some way behind, while Sweden, Finland, Hong Kong, Belgium and Spain were represented in some strength.

Of the British exhibitors, 31 participated in a joint venture between the Clothing Export Council and the British Overseas Trade Board. With very few exceptions, it was agreed by the joint venture participants that the bright cheerful stands were even better than those used last autumn which hitherto had been regarded by most as the best ever.

The majority of the British exhibitors (*one stand pictured above*) showed an autumn/winter collection which was of a very high standard and keenly priced. Nonetheless, the degree of success achieved naturally varied from company to company. It had been hoped that since last autumn's disappointing Fashion Week the market would have recovered and business would have been much brisker than at that time. However, although confidence had been restored to some degree since October 1973, it was obvious that buyers were still being very cautious. Many pro-potential customers from third countries stated that they were in Munich only to look and would not be committing themselves to buying until the London Fashion Fair.

It soon became apparent that knitwear had still not returned to favour (although some knitwear companies did very satisfactory business) and the popularity of cotton prints and blouses which was so evident last autumn had declined to some degree. Denim garments appeared to have lost none of their appeal. The one strong trend was, however, towards leathers (both nappa and suedes) and to an even greater degree toward real furs.

One British real fur company, Fantasia Furs, took orders 'beyond their wildest dreams'. It would have been content to have taken in the region of £20,000 in firm orders but in the event attained four times that amount – some £80,000 worth of orders from reputable firms. Even more satisfying was that over 70 per cent of its customers were buying from Fantasia Furs for the first time. Needless to say, this British company was delighted with its performance at Munich

Most of the other British participants also felt that exhibiting at the Fashion Week had been worthwhile. Although almost all of exhibitors thought the event too long by one or even two days, it was felt that the Munich Fashion Week was becoming more and more important as an international event and, consequently, it was becoming increasingly necessary for export-minded companies to exhibit there. Nearly all the joint venture participants stated that they will be exhibiting again next time and it is hoped that confidence will continue to increase and that by autumn the market will have returned to more normal conditions.

UK seeks to sell watches in Switzerland

From H. M. Shone, Consul, British Consulate, Basle: For the second time, the European Watch and Jewellery exhibition was held within the Swiss Industries Fair and for the second time Britain had two joint venture stands sponsored by the British Overseas Trade Board. Twelve firms represented the British Watch and Clock Manufacturers Association and 19 the Export Council for the Jewellery and Giftware Industries.

It was immediately clear that sponsors and exhibitors had learned many of the lessons from last year's experimental venture and both stands and exhibits were more in tune with European tastes. It was good both to see so many of last year's exhibiting firms again and to hear from so many of them that they would certainly be back in 1975.

Satisfactory business seems to have been achieved (although it is too early to be able to give any figures) and the point has been taken that this fair gives a wide entrée into European, and, indeed, world markets, and is by no means confined to the Swiss sector.

We can look forward with confidence to the 1975 fair. From 1976, we may be faced with a change in arrangements if the Swiss confirm their as yet tentative plans to hive off the watch and jewellery exhibition from the Swiss Industries Fair and give it a show all of its own. No doubt some hard thinking remains to be done. But, whatever the outcome, it is very much to be hoped we are here to stay.

Big Japan drive against pollution

A view of the crowded British joint venture area at the Tokyo Anti-Pollution Exhibition.

From E. J. Field, First Secretary (Commercial), British Embassy, Tokyo: Eight British companies participated in a joint venture organised by the Building Centre at the Tokyo Anti-Pollution Exhibition, 26-31 March. This exhibition, the biggest of its kind in Japan, attracted this year 300 exhibitors and 200,000 visitors. Apart from the British Overseas Trade Board supported-joint venture there was a Danish Government stand, as well as exhibitors from the USA, West Germany and Sweden.

Demand for anit-pollution measurement equipment is increasing rapidly in Japan. Production in 1973 was estimated at about £42 million. This shows an increase of 34 per cent over the previous year. As almost all major Japanese industries are faced with heavy expenditure over the next few years to meet ever stricter regulations concerning pollution, expenditure is likely to expand by between 20-30 per cent during the next three to five years. At the moment imports run at between 5-10 per cent of total production and their value is expected to increase at least in line with the growth of the overall market. Overall investment in anti-pollution measures could reach £1,300 million in 1974.

All the exhibitors reported keen interest in their equipment and those looking for agents had many inquiries. The flare-stack control instrumentation manufactured by Joram Agar attracted keen interest in the light of recently published bye-laws concerning atmospheric pollution. The integrated hospital waste disposal system produced by Goblin-BVC also attracted a great deal of attention.

Concurrently with the Anti-Pollution Exhibition, a Security and Safety Equipment Exhibition was held. Four British companies participated in a joint venture organised by the London Chamber of Commerce. This exhibition is only in its second year but, nonetheless, attracted a total of 71 exhibitors.

The market for this type of equipment is beginning to develop and the British exhibitors thought their participation had been most timely.

Congress and Trade Exhibition "Traffic in High Density Areas"

German Industries Exhibition Berlin 1974

The 1974 German Industries Exhibition in Berlin with this very topical title presents the traffic experts, town-planners and sociologists with the opportunity to put forward, in an effective way, their proposals for future traffic design concepts.

Firms which are involved in this branch of industry are cordially invited to display to a highly qualified audience their products: Proven products which might serve as the basis for new technologies of the future.

The subjects of the congress are: "City development and traffic", "Problems of mobility", and "Energy and traffic".

At the specialised exhibition "Traffic in Congested Areas", a variety of important themes will be dealt with, e.g. the development of long-term demands for passenger and goods traffic in congested areas in the Federal Republic of Germany from 1970 to 1990, supply of goods in congested areas, motorcars and the environment etc.

Anyone who wishes to keep abreast of future development in traffic planning should not miss this event in Berlin.

Sept. 21-29, 1974

10 a.m. to 18 p.m.
Berlin Exhibition Grounds

AMK Berlin
Company for Exhibitions, Fairs and Congresses, Ltd.
D 1000 Berlin 19, Messedamm 22
Phone: (030) 3088-1 Telex: 0182908 amkb d

A jacket is modelled and admired on a British stand at last month's Frankfurt Fur Fair.

Britons lead foreign entry at fur fair

From R. Weatherburn, Vice-Consul, British Consulate-General, Frankfurt/Main: The first Frankfurt Fur Fair took place in 1949: 125 firms exhibited and 6,000 trade visitors attended. Since then it has become the most important international fair of its kind. The 26th in this annual series took place 3-7 April. A total of 435 firms from 26 countries displayed a wide range of furs, skins, made-up garments, accessories and fur-processing machinery. A reliable source estimated that merchandise to the value of over £80 million was on show. The organisers reported 19,000 trade visitors, of whom about 7,000 were non-German.

Almost one-third of the exhibitors were from outside Germany. British firms, 35 in all, formed by far the largest non-German contingent, followed by Canada and France each with 14 firms, the Netherlands with 11 and Italy with 10. As at previous Frankfurt Fur Fairs, the British Overseas Trade Board, in conjunction with the British Fur Trade Association, organised a joint venture in which 26 firms participated. This also included the Association's information stand in the form of an attractively presented 'English Tea Garden' where British exhibitors entertained and did business with their customers.

The joint venture stands occupied a good position and their new design and effective grouping undoubtedly added attraction to the variety of goods on display.

Despite price increases in the region of 30-35 per cent, most exhibitors in the group reported increases in volume, as well as value, of business compared with last year. Long-haired fur garments were in good demand as were those combining fur and leather. Fashion garments, such as dyed mink coats with matching dyed fox collars and trimmings and finger-tip length jackets, attracted a good deal of attention.

The pattern of orders taken differed little from that of previous years, except that on this occasion Italian buyers showed a particularly lively interest in top quality garments (a feature of the recent Milan fair), whereas German buyers were more interested in fashion garments in the lower price ranges. The fair started slowly but by the end the majority of British exhibitors, including those exhibiting in Frankfurt for the first time, considered it a success. Although many exhibitors had fewer visitors this year, the increase in business done was what mattered.

Textile plant mart in Japan, SE Asia

From D. Warren-Knott, Consul (Commercial), British Consulate-General, Osaka: British textile machinery manufacturers dominated the foreign stands at the third Japan International Textile Machinery Association Exhibition, Osaka, 22-27 March. The British Textile Machinery Association had an information stand and 15 British firms were represented in joint displays in Hall 3 and Hall 4. Other British firms were showing on their agents' stands.

Britain having so much the largest showing of all foreign exhibitors, the organisers invited HM Consul-General in Osaka, Russell Greenwood, to officiate as vice-chairman of the management committee. This was the first time any foreigner had been invited to fill the position and Mr. Greenwod's speech in Japanese in the official opening sought to repay the courtesy as well as to emphasise British interest in the show.

Of the 183,000 visitors, some 14,000 came from South-East Asia, Far East and Middle East countries, while 6,000 were from Europe and the USA. This was an increase of 30,000 over the 1972 JITEMA. There were 12 foreign firms exhibiting on their own stands; many, particularly Italian companies, were represented by agents.

In all, over 200 firms had stands and nearly 300 were represented. Some British exhibitors such as Stibbe-Monk Ltd. and Ernest Scragg and Sons Ltd. are already well established in Japan but there were also newcomers such as Dyesprings Ltd. and Davidsons Industries Ltd. Newmark Interlite displayed control equipment but, as a representative pointed out, the best advertisement is that much of the textile machinery made by British firms for export to Japan comes fitted with its products.

It was realised by all participants before JITEMA '74 opened that the oil crisis had affected the Japanese textile industry as it had industry everywhere and business was no longer booming as at the time of the previous event two years ago. Changes in fashion play an important part in textile machinery prospects and, with some decline in the popularity of knitwear, orders for knitting machinery have slackened. Before the event forecasts of orders likely to be won as a result of showing in Osaka were reserved. However, several firms could report by the end of the show that they had had serious inquiries which were expected to lead to orders and Bonas Machine Co. Ltd. reported firm orders for six of their machines at a value of about nine million yen.

Large scale equipment such as that produced by Bentley Engineering Group is not the sort of thing to be sold over the counter but one piece of equipment attracted considerable attention the whole week of the display. This was the Digitex computerised pattern preparation system. The speed with which a computer programmer could set up production of Jaquard and relief stitch designs for double jersey fabrics and change patterns in less than a minute once these were recorded was a remarkable demonstration.

Experts see latest sheet metal trends

From W. Boenheim, Commercial Officer British Consulate-General, Zurich: Over 80 exhibitors from 10 different nations, of which there were 14 British firms, participated at the third International Sheet Metal Exhibition, Zurich, 12-16 March. This highly technical fair was organised by Mack-Brooks Exhibitions Ltd. and the British joint venture was sponsored by the Birmingham Chamber of Commerce with BOTB support.

As is to be expected from such specialised trade exhibitions, the greater number of visitors were executives and technologists who came to see the latest developments in the sheet metal field. The fair, indeed, showed the world-wide advances made in sheet production techniques, control methods, surface treatment techniques and sheet forming and welding equipment.

A number of the British companies had already done some limited business in Switzerland, while others were showing their products for the purpose of attracting agents to cover the highly sophisticated Swiss market, and several British firms succeeded in making contact with importers who will eventually represent them in Switzerland.

It was reported from several of the British firms exhibiting that worthwhile contacts were made not only with Swiss industrialists but with visitors from many countries in Europe and overseas. A few pieces of equipment were sold right off the stand, it was said.

European Community

Community Transit: presentation of foreign-issued T forms in the UK

In order that movements under the Full Community Transit Procedure may be satisfactorily completed, it is essential that the forms (T1, T2 and T3) are presented to Customs at the Office of Destination, where the goods are entered in the UK. Once this has been done, the third copy of the form is returned to the Office of Departure, and provided that no irregularity had occured whilst the goods were in transit, the guarantor is released from his liability for that movement, and the operation is complete.

It is vital that importers or their agents present all foreign-issued T forms at the time the goods are entered, or as soon as possible afterwards, stating the Customs entry number(s). Where forms T2 and T3 are concerned, it will normally be to the importer's direct advantage for these forms to be furnished to Customs, as they provide evidence of entitlement to intra-Community rates of duty, etc. But where T1 forms are concerned there is no such direct interest. **It is important in these cases for importers and agents to realise that if they fail to lodge with UK Customs foreign-issued T forms which come into their possession, the principal or the guarantor to the Community Transit operation is likely to become liable to financial penalties as a direct result of the UK trader's failure to follow the proper procedure.** This (where the supplier is not already directly involved as principal in the Community Transit operation, when the reaction is likely to be immediate and direct) is likely to lead eventually to an adverse reaction on the supplier which will in turn rebound upon the UK importer, and damage relations between customer and supplier.

This need for presentation is equally acute in the case of the Community Transit Copy T5, which is used in connection with certain Common Agricultural Policy goods to provide proof that they have reached a particular destination, or have been used for a specific purpose. In particular, a control copy may be used for goods on which a supplier in another Member State is entitled to receive an Accession Compensatory Amount when the goods enter home consumption in the UK. It is essential that control copies for goods being entered for home use, are presented to Customs, preferably at the time the goods are entered or, if this cannot be done, as soon as possible afterwards, quoting the number of the entry. Failure to do so is likely to result in the exporter in the other Member State losing his ACA payment, which, as in the case of non-presentation of T forms, is likely to ultimately adversely affect supplier/customer relationships.

EEC information – Inquiry points at Customs and Excise headquarters

General inquiries on EEC matters which are the concern of HM Customs and Excise may be made to the following telephone extensions:
HM Customs and Excise, King's Beam House, 39-41 Mark Lane, London EC3R 7HE. Tel: 01-626 1515

		Extn.
Community Transit	International Customs Division D —Branch 1	
	traders A-K	2263
	traders L-Z	2561
European Communities—general inquiries	International Customs Division D —Branch 4	3055
EEC Free Trade Agreements with EFTA countries	International Customs Division E —Branch 4	2385/2165
EEC Mediterranean Agreements, except Greece and Turkey, Anglo-Danish free trade agreement	International Customs Division E —Branch 4	2165
EEC Mediterranean Agreements, Greece and Turkey	International Customs Division D —Branch 2	2561
Anglo-Irish Free Trade Agreement, Channel Islands, Isle of Man	International Customs Division E —Branch 4	2504
Compensatory levies	International Customs Division G —Branch 3	2343/2307
Copies of public notices and customs forms on EEC matters	General Services Division—Unit 4	3079/2069

Tariff quotas 1974 – Exhaustions

HM Customs have stated that up to 18 April the United Kingdom's share of the following EEC global tariff quota for 1974 (see *Trade and Industry*, 24 January 1974) has been exhausted:

UK tariff heading	Item	HM Customs serial no. (Part 11 of the UK tariff)
08.04 B1	Dried grapes	1103

The following United Kingdom tariff quotas for imports of paper and board and printed products from individual EFTA countries and Finland (see *Trade and Industry*, 25 October 1973) have also been exhausted:

Item	Country of origin	HM Customs serial no.
ex 48.01 CII	Finland	1952
ex 48.01 CII	Switzerland	2036
ex 48.07 BI c)1	Sweden	2648
ex 48.07 BI c)1	Finland	2613
ex 48.07 BI c)1	Switzerland	2656
ex Chapter 48	Austria	2907

Inquiries about current tariff quota balances may be made to HM Customs, Central Tariff Quota Registration Unit, King's Beam House, Mark Lane, London EC3R 7HE, tel. 01-626 1515, ext. 2570. (previous Notices on exhaustion of other global and EFTA paper and board tariff quotas appeared in *Trade and Industry* of 28 February and 28 March 1974).

New EC Legislation

The legislation listed below has been published in the 'Official Journal of the European Communities' as indicated against each item. The 'Official Journal' is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as exports are concerned, is available from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 7174/482/408). Other information may be obtained from the reference point given at the end of the item.

COMMON AGRICULTURAL POLICY: The texts of the following Regulations and Directive which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*.

General: correction. The *Official Journal* L104, 17 April 1974, contains the text of a correction to Regulation (EEC) 1466/73, published in *Official Journal* L146, 4 June 1973, as follows:

Page 14, Article 1:
The quotation marks behind '... Regulation (EEC) 2315/69' should be reported to the end of the Article.

The *Official Journal* C43, 17 April 1974, contains the text of a modification to the list of exchange rates given in the notice on import and export licences and advance fixing certificates for agricultural products published in *Official Journal* C29, 12 May 1973.

Milk and milk products. Regulation (EEC) 876/74 amending Regulation (EEC) 2500/73 on the advance fixing of refunds and the period of validity of export licences for milk and milk products. (*Official Journal* L101, 11 April 1974)

Correction. The *Official Journal* L104, 17 April 1974 contains the text of a correction to Regulation 659/74, published in *Official Journal* L80, 26 March 1974, as follows:

Page 5, Article 1, paragraph 2:
instead of: '2. However, paragraph 1 will not apply to products for which proof is furnished that they were exported after the beginning of the 1974/75 milk year:'

read: '2. However, paragraph 1 shall not apply to products for which proof is furnished that they were, after the beginning of the 1974/75 milk year:'

Fruit and vegetables. Directive 74/195/EEC amending Directive 71/286/EEC concerning the statistical surveys to be carried out by the Member States in order to determine the production potential of plantations of certain types of fruit tree. (*Official Journal* L101, 11 April 1974)

Tobacco. Regulation (EEC) 903/74 amending Article 7 of Regulation (EEC) 1726/70 on the procedure for granting the premium for leaf tobacco as regards methods of payment (*Official Journal* L105, 18 April 1974)

Regulation (EEC) 904/74 amending Regulation (EEC) 1727/70 on intervention procedure for raw tobacco in so far as it concerns the moisture content of tobacco. (*Official Journal* L105, 18 April 1974)

Applications for copies of the *Official Journal of the European Communities* containing the legislation referred to should be made to HMSO and not to the inquiry points given in the notices.

Fish and fish products. The *Official Journal* C42, 11 April 1974 contains a list of the recognised producers' organisations in the fisheries sector at 1 February 1974, published in accordance with Article 6 of Regulation 170/71.

COMMERCIAL POLICY – EXPORT QUOTAS: The *Official Journal of the European Communities* L101, 11 April 1974, contains the text of Regulation (EEC) 875/74 allocating the Community quantitative export quotas for certain types of copper ash and residues and for certain types of copper, lead, aluminium waste and scrap opened by Regulation (EEC) 678/74 published in *Official Journal* L83, 28 March 1974.

Further information: Department of Trade, Export Licensing Branch, Sanctuary Buildings, 16-20 Great Smith Street, London SW1P 3DB (tel. 01-222 7877, ext. 4248).

IMPORTS FROM NON-MEMBER STATES: The *Official Journal of the European Communities* L104, 17 April 1974, contains the text of Decision 74/196/EEC authorising Italy not to apply Community treatment to aerials and deflection yokes falling within heading Nos. 85.15 C ex III and 85.21 ex E of the Common Customs Tariff, originating in Japan and in free circulation in Germany.

CUSTOMS DUTIES: The *Official Journal of the European Communities* C36, 29 March 1974, contains a table of customs duties applicable on imported goods from the new Member States (Denmark, Ireland and the United Kingdom). The table, which sets out the position on 1 January 1974, also contains details of suspensions of duties applied on I January 1972 and of those entering into force after 1 January 1972. Copies of *Official Journal* C36 may be obtained from Her Majesty's Stationery Office, price £1.25 plus postage.

EEC Information Unit

The DTI's EEC Information Unit helps firms of all types and sizes by answering general questions about the effects of entry into the EEC and by guiding them where necessary to more specialised information sources. New customers are always welcome, particularly firms new to EEC questions.

The Unit's address is: EEC Information Unit, 1 Victoria Street, London SW1H 0ET. Tel: 01-222 7877 ext. 3591 for publications; extensions 5377, 5479, 5480 or 3579 for questions on EEC matters.

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British Overseas Trade Board

Programme of Trade Promotions 1974-76

His Highness Sheikh Rashid bin Said al-Maktoum, Ruler of Dubai, centre, tours last month's British Building and Construction Equipment Exhibition at the International Airport, Dubai. On the Ruler's right is his son, Sheikh Mohammed, United Arab Emirates' Minister of Defence. On his left, from the British Embassy in Dubai, are A. Saunders, Consul-General, and C. Edgerton, First Secretary Commercial. Government officials and businessmen were flown in from surrounding Gulf States to the British Overseas Trade Board-sponsored event, 16-23 March, at which more than 110 United Kingdom companies were represented on 73 stands.

Section 1
Overseas events where Government assistance
4-24 to UK participants is planned or under consideration

Section 2
25-34 Trade Fairs and Exhibitions within Europe

Section 3
35-38 Trade Fairs and Exhibitions outside Europe

Section 4
39-40 Trade Fairs and Exhibitions in the United Kingdom

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Specialists in the organising and promoting of exhibitions in the United Kingdom & Overseas

GROUP EXHIBITIONS MAY 1974 - 1975

UNITED KINGDOM

DECOR INTERNATIONAL
The International Contract Furnishing & Interior Design Exhibition
OLYMPIA LONDON W14 23-27 JUNE 1974

SHOPEX
The Self Service Display Equipment & Shopfitting Exhibition
HOTEL METROPOLE, BRIGHTON SUSSEX 15-18 SEPT. 1974

SPECIBUILD
EARLS COURT LONDON SW5 17-21 MARCH 1975

SOUTH AFRICA

INTERNATIONAL MATERIALS HANDLING EXHIBITION
JOHANNESBURG 22-26 OCT. 1974
(Joint Venture Group in conjunction with Birmingham Engineering and Building Centre)

INTERNATIONAL MATERIALS HANDLING AND PHYSICAL DISTRIBUTION EXHIBITION
CAPE TOWN 20-24 MAY 1975

BELGIUM

INDUSELEC (Industrial Electricity Trade Fair)
BRUSSELS 24-27 NOV. 1974

HOBBY '74 (Do-It-Yourself & Spare Time Activities Fair)
BRUSSELS 7-15 DEC. 1974

FOOD BUSINESS—BISCOCHOC
(International Food Industry Trade Fair)
BRUSSELS 12-16 JAN. 1975

HORESCA
(International Hotel & Restaurant Equipment Exhibition)
BRUSSELS 12-16 JAN. 1975

GERMANY

IMONTA '74
(International Heavy Lifting & Heavy Transport Exhibition)
RECKLINGHAUSEN 21-28 MAY 1974

CANADA

CANADIAN NATIONAL BUSINESS SHOW
TORONTO 30 SEPT.- 3 OCT. 1974
(Joint Venture Group in co-operation with B.E.T.A.)

CANADIAN CHEMICAL & PROCESS EQUIPMENT EXHIBITION
TORONTO 15-17 OCT. 1974
(Joint Venture Group in co-operation with The London Chamber of Commerce)

NATIONAL INTERIOR DESIGN SHOW
TORONTO 5-7 NOV. 1974
(Joint Venture Group in co-operation with C.F.A. and B.C.E.P.C.)

PACIFIC INDUSTRIAL EQUIPMENT & MATERIALS HANDLING SHOW
VANCOUVER 19-21 NOV. 1974
(Joint Venture Group in co-operation with Birmingham Engineering and Building Centre)

SPRING GIFT SHOW
TORONTO 23-27 FEB. 1975

SPRING GIFT SHOW
MONTREAL 9-13 MARCH 1975

For further information contact:
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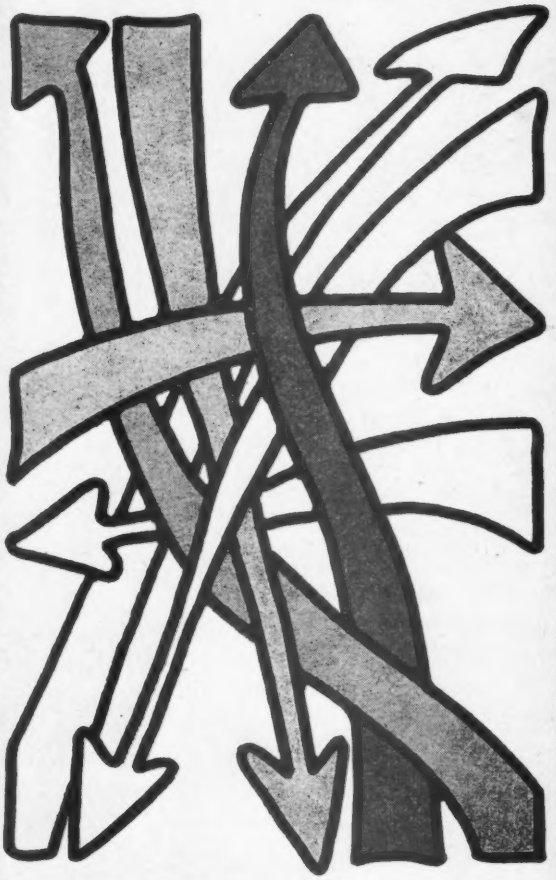

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Programme of Trade Promotions

This programme of Trade Promotions is published as a supplement to *Trade and Industry* in January, April, July, and October.

Section 1 lists overseas trade promotions and missions over the next two years for which British Overseas Trade Board support is already being planned or is under consideration. The information is necessarily brief but further details can be obtained from the trade association or from the officer named against the event (Tel. 01-248 5757). For trade fairs the date shown in brackets after the officer's name and telephone extension number indicates the closing date for applications for support. Where no date is shown the cut-off date has not been fixed.

Section 2 (Europe) and Section 3 (outside Europe) list a number of regular overseas trade fairs not mentioned in Section 1. **Section 4** lists some United Kingdom trade fairs.

Fairs in this supplement are classified under the commodity groups (right), definite dates being given when known or alternatively the month in which a fair is usually held.

General inquiries should be addressed as follows:

(1) About support provided by the British Overseas Trade Board for overseas promotions: Fairs and Promotions Branch, Department of Trade, Hillgate House, 26 Old Bailey, London EC4M 7HU (Tel. 01-248 5757)
Telephone inquiries should be made as follows:
For trade fairs, British Shopping Weeks and store promotions—Ext. 7051
For British Export Marketing Centre, Tokyo—Ext. 7104 or 7317
For Outward Missions and symposia—Ext. 306

(2) About Inward Missions:
Special Export Services Branch, Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757, Ext. 463).

CLASSIFICATIONS
General
Agriculture, forestry, fishing, agricultural machinery
Aircraft and aeronautical equipment
Books and periodicals
Building, public works and construction equipment
Chemicals and allied industries, including plastics
Clothing
Display and shop equipment
Engineering, electrical and electronic, including radio and television
Engineering, other
Foodstuffs, food machinery, hotel and catering equipment
Footwear
Furniture, furnishings, household equipment and hardware
Handicrafts
Heating and ventilating
Horticulture and horticultural equipment
Hospital, medical, surgical and dental equipment
Jewellery and giftware
Laundry and allied services
Leather, leather goods and fur
Motor vehicles, motor cycles and cycles
Music and musical instruments
Office machinery and equipment
Packaging machinery and materials, including containers
Photographic equipment
Pottery and glassware
Printing, stationery and printing machinery
Scientific instruments and nuclear equipment
Ships and boats
Sports goods and camping equipment including caravans
Textiles and textile machinery
Toys and games
Watches and clocks
Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment
Other specialised fairs

How the British Overseas Trade Board can help you promote your goods overseas

Under the direction of the British Overseas Trade Board Export Services and Promotions Division, the Department of Trade supports British firms at trade promotions overseas through its Fairs and Promotions Branch.

In 1973 the British Overseas Trade Board supported some 6,500 firms exhibiting at 322 trade fairs in 48 different countries: eight British Shopping Weeks and 63 Store promotions. In 1973 155 Outward Missions were supported and some 1,800 firms were helped in that way.

Joint Ventures

Under its Joint Venture Scheme the BOTB provides space and a shell stand for each firm taking part in a group display sponsored by a trade association or other non profit-making body at an overseas trade fair. In addition, for joint ventures held outside Western Europe, the BOTB pays half the return tourist air fares of two representatives from each firm manning their stand for the duration of the event and half the freight charges for returning unsold goods exhibited at the event. Firms taking part in a joint venture display will be charged a participation fee. FOR JOINT VENTURES TAKING PLACE AFTER JULY 1, 1974 THE PARTICIPATION FEE WILL BE REPLACED BY A CHARGE OF £3 PER SQ. METRE OF SPACE AND SHELL STAND OCCUPIED.

British Pavilions

At some overseas trade fairs, usually those where participation is organised on a national basis, the BOTB organises British pavilions. Space and shell stands are provided to participating firms at attractive rates. Firms taking space in a British pavilion, provided the event is held outside Western Europe, are also eligible for assistance similar to that given under the Joint Venture Scheme towards the costs of representatives' travel and of returning unsold exhibits.

Technical Symposia

In certain circumstances British firms taking part in technical symposia organised in association with a trade association may be given support.

Information Stands

At the more important trade fairs, especially in Western Europe, the BOTB provides an official Information Stand staffed by Diplomatic Service Commercial Officers. Apart from dealing with commercial inquiries, these Information Stands serve as a focal point for British firms exhibiting at the event either directly or through local agents.

British Export Marketing Centre, Tokyo (see also page 18)

Up to 10 official export promotions and trade exhibitions will be held each year in the British Export Marketing Centre in Tokyo. These will be arranged in conjunction with a trade association. In addition the centre is available to British companies or their agents in Japan for mounting individual product exhibitions or promotions.

British Shopping Weeks

These are organised by local authorities or Chambers of Commerce overseas with the help of Diplomatic Service Commercial Officers. The BOTB provides display material, arranges supporting events and helps individual stores to arrange special features.

Store Promotions

Promotions of British goods involving a substantial volume of new buying are frequently put on by overseas department stores. The BOTB assists the store by providing display material and by arranging for special supporting features to be set out either wholly or partly at the store's expense.

Outward Missions

Trade Missions to overseas markets are sponsored by a trade association, Chamber of Commerce or similar non profit-making body. Their purpose is to assess the prospects for British exports in selected markets or to sell or to promote the sale of British products. For approved Outward Missions the BOTB contributes towards the costs of each participant according to a fixed scale.

Inward Missions

The BOTB through the Special Export Services Branch offers financial assistance to trade associations and other non profit-making bodies sponsoring visits to Britain by groups of overseas businessmen wishing to purchase British products or assess the latest developments in British industry.

Section 1

Overseas Fairs, Symposia, British Export Marketing Centre Exhibitions (Tokyo), British Shopping Weeks, Store Promotions and Missions taking place with British Overseas Trade Board assistance.

General fairs—page 4 Specialised fairs and symposia—page 5
British Export Marketing Centre exhibitions (Tokyo)—page 18
British shopping weeks and store promotions—page 19
Missions—page 19

General fairs

1974

LOURENCO MARQUES:
10th International Fair (FACIM)—25 May-10 June 1974
Official information stand
(Mrs. W. M. MacIver, Ext. 325)

NAIROBI:
Nairobi Show—1-5 October 1974
Joint venture with
(i) Agricultural Engineers Association
(ii) Birmingham Chamber of Commerce.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: Not yet arranged)

1975

FRANKFURT:
International Trade Fair (Spring)—23-27 February 1975
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: 1.9.74)

JOHANNESBURG:
Rand Easter Show—25 March-7 April 1975
Joint venture with Birmingham Chamber of Commerce.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: Not yet arranged)

HANOVER:
Hanover Fair—16-24 April 1975
Official Information Office and joint ventures with the appropriate trade associations.
(Mrs. A. P. Roythorne, Ext. 7080)
(Cut off date: 1.9.74)

BASLE:
Swiss Industries Fair (3rd European Watch, Clock and Jewellery Fair)—April 1975
Joint venture with appropriate trade association.
(Miss M. R. Allen, Ext. 7092)
(Cut off date: 10.5.74)

TEL AVIV:
International Trade Fair (Capital Goods)—20-27 May 1975
The Department of Trade may organise a British pavilion at this event.
(Miss H. J. Archer, Ext. 7216)
(Cut off date: 21.10.74)

BUDAPEST:
International Spring Fair—May 1975
The Department of Trade may organise a British pavilion at this event.
(Miss H. Howie, Ext. 7213)
(Cut off date: November 1974)

BARCELONA:
International Samples Fair—May-June 1975
Joint venture with appropriate trade association.
(Miss M. R. Allen, Ext. 7092)
(Cut off date: 1.10.74)

LISBON:
International Trade Fair—June 1975
Joint venture with a propriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 16.12.74)

FRANKFURT:
International Trade Fair (Autumn)—24-27 August 1975
Joint ventures with appropriate trade associations.
(B. G. Doyle, Ext. 690)
(Cut off date: Not yet arranged)

1976

FRANKFURT:
International Trade Fair (Spring)—February 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 7180)
(Cut off date: Not yet arranged)

BASLE:
Swiss Industries Fair (4th European Watch, Clock and Jewellery Fair)—March-April 1976
Joint venture with appropriate trade association.
(Miss M. R. Allen, Ext. 7092)
(Cut off date: 16.5.75)

HANOVER:
Hanover Fair—April-May 1976
Official Information Office and joint ventures with the appropriate trade associations.
(Mrs. A. P. Roythorne, Ext. 7080)
(Cut off date: Not yet arranged)

BARCELONA:
International Samples Fair—May-June 1976
Joint venture with appropriate trade association.
(Miss M. R. Allen, Ext. 7092)
(Cut off date: 1.10.75)

TEL AVIV:
International Trade Fair (Consumer Goods)—June 1976
The Department of Trade may organise a British pavilion at this event.
(Miss H. J. Archer, Ext. 7216)
(Cut off date: 21.10.75)

LISBON:
International Trade Fair (FIL)—June 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 15.12.75)

Specialised fairs and symposia

Agriculture, forestry, fishing and agricultural machinery

1974

NAIROBI:
Nairobi Show—1-5 October 1974
Joint venture with
(i) Agricultural Engineers Association
(ii) Birmingham Chamber of Commerce.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: Not yet arranged)

1975

BUDAPEST:
International Agricultural Exhibition—1975
Possible joint venture with the appropriate trade association.
(Miss H. Howie, Ext. 7213)
(Cut off date: Not yet arranged)

HARRISBURG:
Pennsylvania Farm Show—6-10 January 1975
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 31.7.74)

VERONA:
International Agricultural Fair—March 1975
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.9.74)

PARIS:
International Agricultural Exhibition—March 1975
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: Not yet arranged)

PARIS:
International Agricultural Machinery Exhibition —March 1975
Joint venture with appropriate trade association.
(Miss P. J. Treasure, Ext. 7205)
(Cut off date: Not yet arranged)

PARIS:
International Poultry Exhibition—March 1975
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: Not yet arranged)

REGGIO—EMILIA:
Pig Fair—April 1975
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.10.74)

FOGGIA:
Agricultural Fair—April 1975
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.11.74)

LENINGRAD:
Modern Machinery and Equipment for Catching and Processing Fish and Sea Products 6-20 August 1975
Joint venture with appropriate trade association or possible British pavilion
(R. M. Dale, Ext. 7246)
(Cut off date: Not yet arranged)

MOSCOW:
Exhibition of Plant Protection—20-29 August 1975
Joint venture with appropriate trade association.
(R. M. Dale, Ext. 7246)
(Cut off date: Not yet arranged)

MOSCOW:
Livestock Farming Exhibition—September-October 1975
Joint venture with appropriate trade association.
(R. M. Dale, Ext. 7246)
(Cut off date: Not yet arranged)

SEATTLE:
Commercial Fishing Exposition—November 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.4.75)

1976

HARRISBURG:
Pennsylvania Farm Show—January 1976
Joint venture with appropriate trade association.
(D. Webley, Ext. 7094)
(Cut off date: 31.7.75)

TORONTO:
Farm and Industrial Equipment Show (Canada Farm Show)—January-February 1976
Joint venture with appropriate trade association.
(D. Webley, Ext. 7094)
(Cut off date: 31.7.75)

VERONA:
International Agricultural Fair—March 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.9.75)

PARIS:
International Agricultural Machinery Exhibition —March 1976
Joint venture with appropriate trade association.
(Miss P. J. Treasure, Ext. 7205)
(Cut off date: Not yet arranged)

PARIS:
International Poultry Exhibition—March 1976
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: Not yet arranged)

PARIS:
International Agricultural Exhibition—March 1976
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: Not yet arranged)

FOGGIA:
Agricultural Fair—April 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 31.9.75)

REGGIO—EMILIA:
Pig Fair—April 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 31.10.75)

Aircraft and aeronautical equipment

1975

PARIS:
International Aeronautics and Space Exhibition —May-June 1975
Joint venture with appropriate trade association.
(Miss P. J. Treasure, Ext. 7205)
(Cut off date: Not yet arranged)

TOKYO:
International Aerospace Show—October 1975
Joint venture with appropriate trade association.
(R. King, Ext. 7317)
(Cut off date: Not yet arranged)

1976

HANOVER:
International Air Show—April 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 7180)
(Cut off date: Not yet arranged)

Books and periodicals

1974

FRANKFURT:
International Book Fair—10-15 October 1974
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: 31.7.74)

1975

BRUSSELS:
International Book Fair—March 1975
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7216)
(Cut off date: 1.9.74)

JERUSALEM:
International Book Fair—April 1975
Joint venture with Publishers Association.
(Miss H. J. Archer, Ext. 7216)
(Cut off date: 30.9.74)

BOLOGNA:
International Book Fair for Children and Youth —April 1975
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.10.74)

FRANKFURT:
International Book Fair—September-October 1975
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: Not yet arranged)

1976

BRUSSELS:
International Book Fair—March 1976
Trade Information Stand.
(Miss H. J. Archer, Ext. 7216)
(Cut off date: Not applicable)

BOLOGNA:
International Book Fair for Children and Youth —April 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 31.9.75)

Building, public works and construction equipment

1974

TORONTO:
Construction Show—10-12 December 1974
Joint venture with the London Chamber of Commerce.
(J. Henderson, Ext. 265)
(Cut off date: 30.4.74)

CHICAGO:
Industrialised Building Exposition (Inbex)— 10-12 December 1974
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 31.5.74)

1975

COPENHAGEN:
Building for Billions—31 January-9 February 1975
Joint venture with the Building Materials Export Group
(P. F. Aitken, Ext. 7207)
(Cut off date: 5.7.74)

DALLAS:
National Association of Home Builders Exposition—January 1975
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 1.7.74)

BRUSSELS:
International Building Materials and Accessories Exhibition (Batiment)—February 1975
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7216)
(Cut off date: 1.8.74)

MUNICH:
International Construction Machinery Fair (Bauma '75)—6-12 March 1975
Joint venture with appropriate trade association.
(Mrs. A. P. Roythorne, Ext. 7080)
(Cut off date: Not yet arranged)

TOKYO:
British Export Marketing Centre Building Materials Exhibition—11-15 March 1975
Sponsored by the Building Centre Ltd.
(D. Clayton, tel. 01-636 5400)
(M. A. Burrows, Ext. 360)
(Cut off date: 7.6.74)

CHICAGO:
Building Maintenance and Modernisation Exhibition—June 1975
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 31.12.74)

MOSCOW:
Exhibition of Equipment for Aluminium and Fabrication 'Alumini-75'—July 9-18 1975
Joint venture with appropriate trade association.
(R. M. Dale, Ext. 7246)
(Cut off date: Not yet arranged)

MOSCOW:
Building and Road Making Machinery and Equipment for Mechanisation of Construction and Erection—August-October 1975
Possible joint venture or British pavilion.
(R. M. Dale, Ext. 7246)
(Cut off date: Not yet arranged)

NEW ORLEANS:
International Public Works Congress and Equipment Show—20-25 September 1975
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 31.3.75)

BOLOGNA:
International Building Exhibition—October 1975
Joint venture with appropriate trade association
(R. E. Newton, Ext. 571)
Cut off date: 15.12.74)

PARIS:
International Building Exhibition (Batimat)—November 20-30 1975
Joint venture with the Building Materials Export Group.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: 31.7.74)

1976

DALLAS:
National Association of Home Builders Exposition—January 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 31.7.75)

MUNICH:
International Trade Exhibition of Building Materials, Structural Elements and Interior Finishing (BAU)—January-February 1976
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: Not yet arranged)

UTRECHT:
International Building Exhibition—March 1976
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: Not yet arranged)

BRUSSELS:
International Building Materials and Accessories Exhibition (Batiment) and European Heating, Air Conditioning and Ventilation Exhibition (Euroclima)—March 1976
Joint venture with appropriate trade association.
(K. J. C. Edgington, Ext. 7216)
(Cut off date: Not yet arranged)

BOLOGNA:
International Building Exhibition—October 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 15.12.75)

Chemicals and allied industries, including plastics

1974

TOKYO:
Chemical Plant Engineering Exhibition—1-6 October 1974
Joint venture with the Council of British Manufacturers and Contractors Serving the Petroleum and Process Industries (CBMPE)
(R. King, Ext. 7317)
(Cut off date: 26.4.74)

1975

DUSSELDORF:
7th International Fair for the Plastics Industry (Kunststoffe)—7-14 October 1975
Joint venture with the British Plastics Federation
(Mrs. E. Crozier, Ext. 7203)
(Cut off date: Not yet arranged)

NEW YORK:
Exposition of Chemical Industries—November 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: May 1975)

1976

UTRECHT:
International Plastics Exhibition (Macroplastic) —Spring 1976
Joint venture with appropriate trade association.
(Mrs. A. P. Roythorne, Ext. 7080)
(Cut off date: Not yet arranged)

MUNICH:
International Trade Exhibition and Congress for Biochemical Analysis (Analytica)—April 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: Not yet arranged)

TULSA:
International Petroleum Exposition—16-22 May 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: Not yet arranged)

AMSTERDAM:
European Exhibition for Petroleum Technology (Petrotech)—May 1976
Joint venture with the London Chamber of Commerce
(Mrs. E. Crozier, Ext. 7203)
(Cut off date: Not yet arranged)

CALGARY:
National Petroleum Show—May 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.11.75)

Clothing

1974

PARIS:
International Exhibition of Women's Ready to Wear Clothing (Pret-A-Porter)—19-24 October 1974
Joint venture with the Clothing Export Council.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: 1.7.74)

NEW YORK:
National Association of Men's Sportswear Buyers Show—20-23 October 1974
Joint venture with Clothing Export Council.
(L. Devine, Ext. 318)
(Cut off date: 30.4.74)

1975

COLOGNE:
Spring Men's Fashion Week—February 1975
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7045)
(Cut off date: 30.9.74)

PARIS:
European Menswear Exhibition—February 1975
Joint ventures with appropriate trade associations.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: Not yet arranged)

PARIS:
Knitting Industries Exhibition—February 1975
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: Not yet arranged)

DUSSELDORF:
International Fashion Trade Fair (ICEDO)—March 1975
Joint venture with the British Hosiery and Knitwear Export Group
(Mrs. E. Crozier, Ext. 7203)
(Cut off date: Not yet arranged)

COLOGNE:
International Fair for the Child—March 1975
Joint venture with the National Children's Wear Association.
(Mrs. E. Crozier, Ext. 7203)
(Cut off date: Not yet arranged)

COLOGNE:
International Fair for the Child—October 1975
Joint venture with the National Children's Wear Association.
(Mrs. E. Crozier, Ext. 7203)
(Cut off date: Not yet arranged)

1976

PARIS:
Knitting Industries Exhibition—February 1976
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: Not yet arranged)

PARIS:
European Menswear Exhibition (Spring Session) —February 1976
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: Not yet arranged)

NEW YORK:
National Outerwear and Sportswear Association Supplies Exhibition (NOSA)—October 1976
Joint venture with the Leather Institute.
(L. Devine, Ext. 318)
(Cut off date: Not yet arranged)

COLOGNE:
International Fair for the Child—October 1976
Joint venture with the National Children's Wear Association.
(Mrs. E. Crozier, Ext. 7203)
(Cut off date: Not yet arranged)

Engineering, electrical and electronic, including radio and television

1974

NEW YORK
Instrumentation Automation Conference and Exhibition—28-31 October 1974
Joint venture with Electronic Engineering Association
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.5.74)

1975

TOKYO:
Internepcon—22-25 January 1975
Joint venture with appropriate trade association.
(R. King, Ext. 7317)
(Cut off date: Not yet arranged)

PARIS:
International Lighting Exhibition—January 1975
Joint venture with appropriate trade association.
(Miss P. J. Treasure, Ext. 7205)
(Cut off date: Not yet arranged)

ANAHEIM:
National Electronic Packaging Show (Nepcon West)—11-13 February 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.9.74)

MOSCOW:
Exhibition of Equipment and Instruments for Television and Cinematography—18-27 February 1975
Joint venture with appropriate trade association.
(R. M. Dale, Ext. 7246)
(Cut off date: Not yet arranged)

NEW YORK:
Institute of Electrical and Electronic Engineers (Intercon)—24-27 March 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.9.74)

STOCKHOLM:
International Instruments and Measurements Technique Trade Fair—21-25 April 1975
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7207)
(Cut off date: 7.6.74)

LAS VEGAS:
National Association of Broadcasters' Convention and Exhibition—6-9 April 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.11.74)

MONTREAL:
Instrument Automation Conference and Exhibition (ISA)—23-25 April 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.10.74)

DALLAS:
IEEE Conference and Exposition on Underground Distribution—April 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.10.74)

CANNES:
International Television Programme Market (MIP-TV)—April 1975
Joint venture with appropriate trade association.
(Miss P. J. Treasure, Ext. 7205)
(Cut off date: Not yet arranged)

PARIS:
International Exhibition of Electronic Components—April 1975
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: Not yet arranged)

SAN FRANCISCO:
Annual Conference of the International Communications Association—4-8 May 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.7.74)

CHICAGO:
National Computer Conference and Exposition—May 1975
Joint venture with Business Equipment Trade Association.
(C. J. Wareing, Ext. 7242)
(Cut off date: Not yet arranged)

CHICAGO:
International Coil Winding Show—May 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.11.74)

SAN MATEO:
Semi-Conductor Equipment and Material Institute Convention (Semicon V)—May 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.11.74)

MOSCOW:
Communications Equipment and Systems—May-June 1975
Joint venture with appropriate trade association.
(R. M. Dale, Ext. 7246)
(Cut off date: Not yet arranged)

WASHINGTON DC:
National Cable Television Association Annual Convention and Exhibition—16-19 June 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.11.74)

NEW YORK:
National Electronic Packaging and Production Conference and Exhibition (Nepcon East)—June 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.12.74)

BRUSSELS:
International Electronics Packaging Convention and Exhibition (Internepcon/Europa '75)—June 1975
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7216)
(Cut off date: 1.1.75)

BERLIN:
International Radio and Television Exhibition—29 August-7 September 1975
Joint venture with appropriate trade association.
(Mrs. A. P. Roythorne, Ext. 7080)
(Cut off date: Not yet arranged)

BASLE:
International Exhibition of Industrial Electronics and Electrical Engineering (INELTEC)—9-13 September 1975
Joint venture with the British Electrical and Allied Manufacturers Association.
(Miss M. R. Allen, Ext. 7092)
(Cut off date: 30.9.74)

SAN FRANCISCO:
Western Electrical Show and Convention (Wescon)—16-19 September 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.4.75)

TORONTO:
International Electronics Exposition—29 September-1 October 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.3.75)

NEW YORK:
Instrument Automation Conference and Exhibition (ISA Show)—October 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.5.75)

NEW YORK:
Semiconductor Equipment and Materials Institute Convention (Semicon East)—October 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.4.75)

CHICAGO:
National Electronic Packaging Conference and Exhibition (Nepcon Central)—October 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.4.75)

1976

PARIS:
International Lighting Exhibition—January 1976
Joint venture with appropriate trade association.
(Miss P. J. Treasure, Ext. 7205)
(Cut off date: Not yet arranged)

CANNES:
International Television Programme Market (MIP TV)—April 1976
Joint venture with appropriate trade association.
(Miss P. J. Treasure, Ext. 7205)
(Cut off date: Not yet arranged)

PARIS:
Exhibition of Electronic Components—April 1976
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: Not yet arranged)

BRUSSELS:
International Microelectronics Exhibition—May 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7216)
(Cut off date: Not yet arranged)

USA:
National Computer Conference—May 1976
Joint venture with Business Equipment Trade Association.
(C. J. Wareing, Ext. 7242)
(Cut off date: Not yet arranged)

AMSTERDAM:
International Electronic Components Exhibition (Fiarex)—October-November 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7045)
(Cut off date: 28.2.76)

MILAN:
Instrumentation and Automation Exhibition—November 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.3.76)

Engineering, other

1975

LOS ANGELES:
Western Metal and Tool Exposition (Westec)—March 1975
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 30.9.74)

MOSCOW:
Exhibition of Pumps and Compressors—1-10 April 1975
Joint venture with appropriate trade association.
(R. M. Dale, Ext. 7246)
(Cut off date: Not yet arranged)

DETROIT:
Society of Manufacturing Engineers Annual Conference and Exhibition (SME)—7-11 April 1975
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 31.10.74)

CLEVELAND:
American Welding Society Annual Meeting and Welding Exposition—22-25 April 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.10.74)

TORONTO:
National Industrial Production Show—12-16 May 1975
Joint ventures with:
(i) The Birmingham Chamber of Commerce and Industry
(ii) The Gauge and Tool Makers Association.
(J. Henderson, Ext. 265)
(Cut off date: 22.5.74)

MONTREAL:
Canadian Plant Engineering and Maintenance Show—May 1975
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 29.11.74)

PARIS:
International Hydraulics and Compressed Air Exhibition (Mecanelem)—May 1975
Joint venture with appropriate trade association.
(Miss P. J. Treasure, Ext. 7205)
(Cut off date: 15.9.74)

PARIS:
European Machine Tool Exhibition—17-26 June 1975
Joint venture with appropriate trade association.
(Miss P. J. Treasure, Ext. 7205)
(Cut off date: Not yet arranged)

MOSCOW:
Exhibition of Equipment for Aluminium (Alumini-75) Production and Fabrication—9-18 July 1975
Joint venture with appropriate trade association.
(R. M. Dale, Ext. 7246)
(Cut off date: Not yet arranged)

DONETSK:
Exhibition of Mining Industry Equipment—28 August-7 September 1975
Joint venture with appropriate trade association.
(R. M. Dale, Ext. 7246)
(Cut off date: Not yet arranged)

HELSINKI:
International Technical Fair—September 1975
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7207)
(Cut off date: 6.9.74)

OSAKA:
International Fluid Power Exhibition—September 1975
Joint venture with appropriate trade association.
(M. A. Burrows, Ext. 360)
(Cut off date: Not yet arranged)

UTRECHT:
International Exhibition of Machinery and Equipment for the Chemicals, Foodstuffs and Food and Drink Industries (Machevo)—22-29 October 1975
Joint venture with appropriate trade association.
(Mrs. A. P. Roythorne, Ext. 7080)
(Cut off date: Not yet arranged)

ZURICH:
International Trade Fair for High Precision Techniques Dimensional Measurement and Control (Microtecnic)—27 October-1 November 1975
Joint venture with appropriate trade association.
(Miss M. R. Allen, Ext. 7092)
(Cut off date: 31.1.75)

TORONTO:
Canadian Welding—Fabrication Show—October 1975
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 30.4.75)

STOCKHOLM:
Technical Fair—October 1975
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7207)
(Cut off date: Not yet arranged)

USA:
Hydraulics and Pneumatics Show—November 1975
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 30.5.75)

PARIS:
Mechanical Handling Exhibition—November-December 1975
Joint venture with appropriate trade association.
(Miss P. J. Treasure, Ext. 7205)
(Cut off date: Not yet arranged)

1976

LOS ANGELES:
Western Metal and Tool Exposition (Westec)—March 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 30.9.75)

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AMSTERDAM:
International Exhibition for Traffic Engineering (Intertraffic)—May 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7045)
(Cut off date: 15.11.75)

BRUSSELS:
International Industrial Equipment Exhibition—May 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7216)
(Cut off date: Not yet arranged)

FRANKFURT:
Chemical Engineering Exhibition and Congress (Achema)—16-23 June 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 7180)
(Cut off date: Not yet arranged)

MILAN:
International Exhibition of Hydraulic Pneumatic and Lubricating Apparatus—June 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 31.10.75)

BASLE:
International Wire Exhibition—June 1976
Joint venture with appropriate trade association.
(Miss M. R. Allen, Ext. 7092)
(Cut off date: 30.11.75)

HAMBURG:
Ship and Machinery Exhibition—September 1976
Joint venture with British Marine Equipment Council.
(Mrs. E. Crozier, Ext. 7203)
(Cut off date: Not yet arranged)

ZURICH:
International Hydraulics and Pneumatics Exhibition—October-November 1976
Joint venture with appropriate trade association.
(Miss M. R. Allen, Ext. 7092)
(Cut off date: 31.12.75)

Foodstuffs, food machinery, hotel and catering equipment

1974

BARCELONA:
Hotel Management Maintenance Equipment and Gastronomy Exhibition (Hogarotel)—20 November-1 December 1974
Joint venture with the London Chamber of Commerce.
(Miss M. R. Allen, Ext. 7092)
(Cut off date: 17.5.74)

1975

AMSTERDAM:
International Hotel, Cafe and Restaurant Exhibition (Horecava)—January 1975
Joint venture with the London Chamber of Commerce.
(Mrs. E. Crozier, Ext. 7203)
(Cut off date: 31.5.74)

TOKYO:
International Hotel and Restaurant Show—March 1975
Joint venture with appropriate trade association.
(M. A. Burrows, Ext. 360)
(Cut off date: Not yet arranged)

DALLAS:
Annual Convention of the Supermarket Institute—May 1975
Joint venture with British Food Export Council.
(K. T. Hall, Ext. 7204)
(Cut off date: Not yet arranged)

CHICAGO:
National Restaurant/Hotel/Motel Convention and Exhibition—May 1975
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 1.11.74)

CHICAGO:
National Fancy Food and Confection Show—July 1975
Joint venture with British Food Export Council.
(K. T. Hall, Ext. 7204)
(Cut off date: Not yet arranged)

COLOGNE:
International Fine Foods and Provisions Exhibition (Anuga)—13-18 September 1975
Joint venture with British Food Export Council.
(S. F. Morris, Ext. 7045)
(Cut off date: 28.2.75)

DUBLIN:
Irish International Food and Drink Fair—September 1975
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7216)
(Cut off date: 6.2.75)

UTRECHT:
International Exhibition of Machinery and Equipment for the Chemicals, Foodstuffs and Food and Drink Industries (Machevo)—22-29 October 1975
Joint venture with appropriate trade association.
(Mrs. A. P. Roythorne, Ext. 7080)
(Cut off date: Not yet arranged)

BASLE:
International Hotel and Catering Exhibition (Igeho)—13-19 November 1975
Joint venture with appropriate trade association.
(Miss M. R. Allen, Ext. 7092)
(Cut off date: 18.2.75)

NEW YORK:
National Hotel/Motel Exposition—November 1975
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 1.5.75)

1976

AMSTERDAM:
International Hotel Cafe and Restaurant Exhibition (Horecava)—January 1976
Joint venture with appropriate trade association.
((Mrs. E. Crozier, Ext. 7203)
(Cut off date: Not yet arranged)

COLOGNE:
International Sweets and Biscuits Fair (ISM '76)—February 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7045)
(Cut off date: 20.10.75)

BOLOGNA:
International Foodstuffs Exhibition (SIA)—June 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 14.12.75)

COLOGNE:
International Trade Exhibition for Snack and Group Meal Services (Eurosnack and Catering)—October 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7045)
(Cut off date: 28.2.76)

Footwear

1974

DUSSELDORF:
European Footwear Samples Display (GDS)—21-23 September 1974
Joint venture with British Footwear Manufacturers Federation.
(Mrs. E. Crozier, Ext. 7203)
(Cut off date: 10.5.74)

1975

DUSSELDORF:
European Footwear Samples Display (GDS)—March 1975
Joint venture with British Footwear Manufacturers Federation.
(Mrs. E. Crozier, Ext. 7203)
(Cut off date: Not yet arranged)

CHICAGO:
International Footwear Exposition and Shoe Show—March 1975
Joint venture with British Footwear Manufacturers Federation.
(L. Devine, Ext. 318)
(Cut off date: Not yet arranged)

BOLOGNA:
International Shoe and Leather Fair—March 1975
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 30.8.74)

DUSSELDORF:
European Footwear Samples Display (GDS)—20-22 September 1975
Joint venture with British Footwear Manufacturers Federation.
(Mrs. E. Crozier, Ext. 7203)
(Cut off date: Not yet arranged)

PARIS:
International Leather Week—September 1975
Joint venture with appropriate trade association.
(Miss P. J. Treasure, Ext. 7205)
(Cut off date: Not yet arranged)

ATLANTIC CITY:
Footwear Management Conference Show—October 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.4.75)

1976

DUSSELDORF:
European Footwear Samples Display (GDS)—March 1976
Joint venture with British Footwear Manufacturers Federation.
(Mrs. E. Crozier, Ext. 7203)
(Cut off date: Not yet arranged)

BOLOGNA:
International Shoe and Leather Fair—March 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 31.8.75)

CHICAGO:
International Footwear Exposition and Shoe Show—March 1976
Joint venture with British Footwear Manufacturers Federation.
(L. Devine, Ext. 318)
(Cut off date: Not yet arranged)

MONTREAL:
Footwear International Exposition—September 1976
Joint venture with the British Footwear Manufacturers Federation.
(L. Devine, Ext. 318)
(Cut off date: Not yet arranged)

DUSSELDORF:
European Footwear Samples Display (GDS)—September 1976
Joint venture with the British Footwear Manufacturers Federation.
(Mrs. E. Crozier, Ext. 7203)
(Cut off date: Not yet arranged)

Furniture, furnishings, household equipment and hardware

1975

NEW YORK:
International Home Furnishing Fair—12-17 January 1975
Joint venture with the British Furniture Manufacturers Export Club.
(K. T. Hall, Ext. 7204)
(Cut off date: Not yet arranged)

PARIS:
International Carpet and Floor Covering Exhibition—January 1975
Joint venture with appropriate trade association.
(Miss P. J. Treasure, Ext. 7205)
(Cut off date: Not yet arranged)

TORONTO:
Canadian Hardware Show—February 1975
Joint venture with Hardware Manufacturers Association.
(K. T. Hall, Ext. 7204)
(Cut off date: Not yet arranged)

COLOGNE:
International Hardware Fair—February 1975
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7045)
(Cut off date: 31.8.74)

COLOGNE:
International Housewares Fair—February 1975
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7045)
(Cut off date: 31.8.74)

COLOGNE:
International Trade Fair for Large Household Apparatus and Electrical Appliances (Domotechnica)—March 1975
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7045)
(Cut off date: 31.8.74)

MILAN:
Carpet and Furnishing Textiles Fair—May 1975
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 15.11.74)

MONTREAL:
Montreal Furniture Market—15-19 June 1975
Joint venture with British Furniture Manufacturers Export Club.
(K. T. Hall, Ext. 7204)
(Cut off date: Not yet arranged)

NEW YORK:
International Home Furnishing Fair—22-27 June 1975
Joint venture with British Furniture Manufacturers Export Club.
(K. T. Hall, Ext. 7204)
(Cut off date: 1.4.75)

SAN FRANCISCO:
Western Merchandise Mart—13-18 July 1975
Joint venture with British Furniture Manufacturers Export Club.
(K. T. Hall, Ext. 7204)
(Cut off date: Not yet arranged)

CHICAGO
National Hardware Show—August 1975
Joint venture with:
(i) Hardware Manufacturers Association.
(ii) Gardenex.
(K. T. Hall, Ext. 7204)
(Cut off date: Not yet arranged)

UTRECHT:
International Furniture Show—8-13 September 1975
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: Not yet arranged)

MILAN:
International Furniture Fair—September 1975
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.1.75)

TOKYO:
British Export Marketing Centre Contract Furnishing Exhibition—October 1975
Sponsored by the Contract Furnishing Association.
(S. Wright. Tel. 01 405 4151)
(M. A. Burrows, Ext. 360)
(Cut off date: 10.1.75)

LYON:
International Furniture and Furnishing Accessories Exhibition (Meuropam)—October 1975
Joint venture with appropriate trade association.
(Miss P. J. Treasure, Ext. 7205)
(Cut off date: Not yet arranged)

DUBLIN:
Irish Hardware and Household Goods Exhibition—October 1975
Joint venture with appropriate trade association.
(Miss H. J. Arder, Ext. 7216)
(Cut off date: 12.3.75)

1976

PARIS:
International Carpet and Floor Covering Exhibition—January 1976
Joint venture with appropriate trade association.
(Miss P. J. Treasure, Ext. 7205)
(Cut off date: Not yet arranged)

NEW YORK:
International Home Furnishing Fair—January 1976
Joint venture with the British Furniture Manufacturers Export Club.
(K. T. Hall, Ext. 7204)
(Cut off date: Not yet arranged)

COLOGNE:
International Furniture Fair—January 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7045)
(Cut off date: 1.5.75)

COLOGNE:
International Hardware Fair—February 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7045)
(Cut off date: 31.8.75)

COLOGNE:
International Housewares Fair—February 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7045)
(Cut off date: 31.8.75)

COLOGNE:
International Trade Fair for Large Household Apparatus and Electrical Appliances (Domotechnica)—March 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7045)
(Cut off date: 31.8.75)

MILAN:
Carpets and Furnishing Textiles Fair—May 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 31.11.75)

ST. GALLEN:
International Furniture Fair (Intermoebel)—August-September 1976
Joint venture with appropriate trade association.
(Miss M. R. Allen, Ext. 7092)
(Cut off date: 1.12.75)

MILAN:
International Furniture Fair—September 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.1.76)

BASLE:
International Hardware Fair (Interferex)—September 1976
Joint venture with appropriate trade association.
(Miss M. R. Allen, Ext. 7092)
(Cut off date: 15.12.75)

Handicrafts

1975

NEW YORK:
Home Sewing Fair—March 1975
Joint venture with the National Wool Textile Export Corporation.
(L. Devine, Ext. 318)
(Cut off date: Not yet arranged)

1976

NEW YORK:
Home Sewing Show—March 1976
Joint venture with the National Wool Textile Export Corporation.
(L. Devine, Ext. 318)
(Cut off date: Not yet arranged)

Heating and ventilating

1975

UTRECHT:
International Heating and Ventilating Exhibition—February 1975
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 7180)
(Cut off date: Not yet arranged).

MILAN:
14th Exhibition and Congress for Heating, Ventilating, Refrigeration and Sanitary Engineering (Mostra Convegno)—March 1975
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.7.74)

1976

STUTTGART:
International Trade Fair for Oil and Gas Fired Heating and Air Conditioning (Intherm)—March 1976
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: Not yet arranged)

Horticulture and horticultural equipment

1975

COLOGNE:
International Garden Trade Fair—September 1975
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7045)
(Cut off date: 28.2.75)

1976

COLOGNE:
International Garden Trade Fair—September 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7045)
(Cut off date: 30.3.76)

Hospital, medical, surgical and dental equipment

1974

DALLAS:
American Academy of Opthalmology and Otolaryngology—16-20 September 1974
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: Not yet arranged)

VIENNA:
5th International Trade Exhibition of Medical and Hospital Equipment (IFAS)—19-22 October 1974
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: 6.5.74)

1975

HELSINKI:
Physician Day's Exhibition, Medicine '75—January 1975
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7207)
(Cut off date: 28.6.74)

DALLAS:
22nd Congress of the Association of Operating Room Nurses—21-25 March 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.9.74)

BOSTON:
New England Hospital Assembly—23-26 March 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.9.74)

UTRECHT:
International Hospital Equipment Exhibition (Medica)—14-18 April 1975
Joint venture with appropriate trade association.
(Mrs. A. P. Roythorne, Ext. 7080)
(Cut off date: Not yet arranged)

DUSSELDORF:
Interhospital '75—18-22 June 1975
Joint venture with the British Hospital Export Council.
(Mrs. E. Crozier, Ext. 7203)
(Cut off date: 28.9.74)

ZAGREB:
Medicine and Medical Aids Exhibition—June 1975
Joint venture with appropriate trade association.
(D. V. Griffiths, Ext. 602)
(Cut off date: 30.10.74)

DUSSELDORF:
International Exhibition and Congress on Diagnostics (Diagnostica)—June 1975
Joint venture with the British Hospitals Export Council.
(Mrs. E. Crozier, Ext. 7203)
(Cut off date: Not yet arranged)

MOSCOW:
Exhibition of Orthopaedy—July-August 1975
Joint venture with appropriate trade association.
(R. M. Dale, Ext. 7246)
(Cut off date: Not yet arranged)

CHICAGO:
American Hospitals Association Show—August 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.2.75)

DALLAS:
American Academy of Opthalmology and Otolaryngology—September 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.3.75)

VANCOUVER:
British Columbia Hospital Association—October 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.4.75)

BRUSSELS:
8th International Exhibition of Medical and Hospital Equipment—October 1975
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7216)
(Cut off date: 1.4.75)

1976

DUSSELDORF:
International Exhibition and Congress on Diagnostics (Diagnostica)—June 1976
Joint venture with the British Hospitals Export Council.
(Mrs. E. Crozier, Ext. 7203)
(Cut off date: Not yet arranged)

Jewellery and giftware

1974

NEW YORK:
Gift Show—August 1974
Joint venture with appropriate trade association.
(K. T. Hall, Ext. 7204)
(Cut off date: Not yet arranged)

1975

NEW YORK:
International Jewellery Trade Fair—2-5 February 1975
Joint venture with the Export Council for Jewellery and Giftware Industries.
(K. T. Hall, Ext. 7204)
(Cut off date: Not yet arranged)

NEW YORK:
Gift Show—February 1975
Joint venture with Westminster Chamber of Commerce.
(K. T. Hall, Ext. 7204)
(Cut off date: Not yet arranged)

HANOVER:
International Consumer Goods Fair (Interfachmesse '75)—March 1975
Joint venture with appropriate trade association.
(Mrs. A. P. Roythorne, Ext. 7080)
(Cut off date: Not yet arranged)

NEW YORK:
International Jewellery Trade Show—July 1975
Joint venture with Export Council for Jewellery and Giftware Industries.
(K. T. Hall, Ext. 7204)
(Cut off date: Not yet arranged)

1976

NEW YORK:
International Jewellery Trade Fair—January 1976
Joint venture with the Export Council for Jewellery and Giftware Industries.
(K. T. Hall, Ext. 7204)
(Cut off date: Not yet arranged)

HANOVER:
International Consumer Goods Fair (Interfachmesse '76)—March 1976
Joint venture with appropriate trade association.
(Mrs. A. P. Roythorne, Ext. 7080)
(Cut off date: Not yet arranged)

Leather, leather goods and fur

1975

OFFENBACH:
International Leathergoods Fair—February-March 1975
Joint venture with appropriate trade association.
(Mrs. A. P. Roythorne, Ext. 7080)
(Cut off date: Not yet arranged)

FRANKFURT:
International Fur Fair—16-20 April 1975
Joint venture with appropriate trade association.
(Mrs. P. Roythorne, Ext. 7080)
(Cut off date: Not yet arranged)

NEW YORK:
Leather and Allied Industries Exposition—April 1975
Joint venture with the Leather Institute.
(L. Devine, Ext. 318)
(Cut off date: Not yet arranged)

NEW YORK:
International Leather Goods Show—May 1975
Joint venture with British Leathergoods Manufacturers Association.
(L. Devine, Ext. 318)
(Cut off date: Not yet arranged)

PARIS:
International Leather Week—September 1975
Joint venture with appropriate trade association.
(Miss P. J. Treasure, Ext. 7205)
(Cut off date: Not yet arranged)

1976

OFFENBACH:
International Leathergoods Fair—February-March 1976
Joint venture with appropriate trade association.
(Mrs. A. P. Roythorne, Ext. 7080)
(Cut off date: Not yet arranged)

FRANKFURT:
International Fur Fair—7-11 April 1976
Joint venture with appropriate trade association.
(Mrs. A. P. Roythorne, Ext. 7080)
(Cut off date: Not yet arranged)

NEW YORK:
Leather and Allied Industries Exposition—April 1976
Joint venture with the Leather Institute.
(L. Devine, Ext. 318)
(Cut off date: Not yet arranged)

NEW YORK:
International Leather Goods Show—May 1976
Joint venture with the British Leathergoods Manufacturers Association.
(L. Devine, Ext. 318)
(Cut off date: Not yet arranged)

Motor vehicles, motor cycles and cycles

1975

ANAHEIM:
Motor Cycle and Accessory Trade Show—January 1975
Joint venture with the Cycle and Motor Cycle Association Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: Not yet arranged)

ZURICH:
International Cycle and Motorcycle Exhibition—26 February-3 March 1975
Joint venture with appropriate trade association.
(Miss M. R. Allen, Ext. 7092)
(Cut off date: 3.6.74)

DETROIT:
Society of Automotive Engineers Exposition and Congress (SAE)—February 1975
Joint venture with the Society of Motor Manufacturers and Traders Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: Not yet arranged)

NEW YORK:
International Cycle Show—February 1975
Joint venture with the Cycle and Motor Cycle Association.
(C. J. Wareing, Ext. 7242)
(Cut off date: Not yet arranged)

TORONTO:
Canadian National Sportsmen's Show—March 1975
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: Not yet arranged)

GENEVA:
International Motor Show (Accessory Mfrs.)—March 1975
Joint venture with appropriate trade association.
(Miss M. R. Allen, Ext. 7092)
(Cut off date: 3.6.74)

TOKYO:
British Export Marketing Centre Vehicle Components and Accessories Exhibition—22-26 April 1975
Sponsored by the Society of Motor Manufacturers and Traders.
(B. Whitelaw, Tel. 01-235 7000)
(R. King, Ext. 7317)
(Cut off date: 19.7.74)

FRANKFURT:
International Motor Show—11-21 September 1975
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 7180)
(Cut off date: Not yet arranged)

PARIS:
International Motor Exhibition—October 1975
Joint venture with appropriate trade association.
(Miss D. Wilmot, Ext. 7211)
(Cut off date: Not yet arranged)

MILAN:
International Cycle and Motor Cycle Exhibition—November 1975
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.5.75)

TURIN:
International Commercial Vehicle Exhibition (Accessories)—November 1975
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.4.75)

1976

DETROIT:
Society of Automotive Engineers Exposition and Congress (SAE)—January 1976
Joint venture with the Society of Motor Manufacturers and Traders Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: Not yet arranged)

ANAHEIM:
Motor Cycle and Accessory Trade Show—January 1976
Joint venture with the Cycle and Motor Cycle Association.
(C. J. Wareing, Ext. 7242)
(Cut off date: Not yet arranged)

MONTREAL:
International Motor Show—January 1976
Joint venture with the Society of Motor Manufacturers and Traders Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: Not yet arranged)

NEW YORK:
International Cycle Show—February 1976
Joint venture with the Cycle and Motor Cycle Association.
(C. J. Wareing, Ext. 7242)
(Cut off date: Not yet arranged)

AMSTERDAM:
International Commercial Vehicle Exhibition—February 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7045)
(Cut off date: 30.6.75)

TORONTO:
Canadian National Sportsmen's Show—March 1976
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: Not yet arranged)

GENEVA:
International Motor Show (Accessory Mfrs)—March 1976
Joint venture with appropriate trade association.
(Miss M. R. Allen, Ext. 7092)
(Cut off date: 3.6.75)

NEW YORK:
International Automobile Show—April 1976
Joint venture with society of Motor Manufacturers and Traders Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: Not yet arranged)

LOS ANGELES:
Imported Automobile Show—May 1976
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: Not yet arranged)

COLOGNE:
International Bicycle and Motorcycle Exhibition (IFMA)—September 1976
Joint venture with the Cycle and Motorcycle Association
(S. F. Morris, Ext. 7045)
(Cut off date: 15.12.75)

TURIN:
International Motor Show (Accessories)—November 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 28.2.76)

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Music and musical instruments

1975

CANNES:
International Record and Music Publishing Market (Midem)—January 1975
Joint venture with appropriate trade association.
(Miss P. J. Treasure, Ext. 7205)
(Cut off date: Not yet arranged)

CHICAGO:
Music Industry Trade Show—June 1975
Joint venture with the Musical Instrument Industries Association.
(L. Devine, Ext. 318)
(Cut off date: Not yet arranged)

1976

CANNES:
International Record and Music Publishing Market (Midem)—January 1976
Joint venture with appropriate trade association.
(Miss P. J. Treasure, Ext. 7205)
(Cut off date: Not yet arranged)

HOUSTON:
Music Industry Trade Show—June 1976
Joint venture with Musical Instrument Industries Association.
(L. Devine, Ext. 318)
(Cut off date: Not yet arranged)

Office machinery and equipment

1975

TOKYO:
British Export Marketing Centre Business and Reproduction Equipment Exhibition (including computer software and peripherals)—18-22 February 1975
Sponsored by the Business Equipment Trade Association.
(R. D. D'urban, Tel. 01 405 6233)
(R. King, Ext. 7317)
(Cut off date: 10.5.74)

VIENNA:
International Office Organisation Exhibition (Ifabo)—May 1975
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: 31.10.74)

MOSCOW:
Equipment and Appliances for Mechanisation of Designing Technical, and Office Work—August-September 1975
Joint venture with appropriate trade association.
(R. M. Dale, Ext. 7246)
(Cut off date: Not yet arranged)

PARIS:
International Business Machines and Office Equipment (Sicob)—September 1975
Joint venture with appropriate trade association.
(Miss P. J. Treasure, Ext. 7205)
(Cut off date: Not yet arranged)

USA:
National Office Products Association Show—October 1975
Joint venture with the Business Equipment Trade Association.
(C. J. Wareing, Ext. 7242)
(Cut off date: Not yet arranged)

MUNICH:
International Congress and Exhibition for Computer Systems and their Application ('Systems—75')—2-5 December 1975
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: Not yet arranged)

1976

VIENNA:
International Office Organisation Exhibition ('Ifabo')—May 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: Not yet arranged)

AMSTERDAM:
International Office Machinery and Equipment Exhibition—October 1976
Joint venture with appropriate trade association.
(Mrs. E. Crozier, Ext. 7203)
(Cut off date: Not yet arranged)

USA:
National Office Products Association Show—October 1976
Joint venture with the Business Equipment Trade Association.
(C. J. Wareing, Ext. 7242)
(Cut off date: Not yet arranged)

Packaging machinery and materials, including containers

1974

PARIS:
International Packaging Exhibition—12-18 November 1974
Joint venture with the Institute of Packaging.
(Miss P. J. Treasure, Ext. 7205)
(Cut off date: Not yet arranged)

1975

ATLANTIC CITY:
Packaging/Converting Machinery Show (PMMI)—22-25 September 1975
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 31.3.75)

DUBLIN:
Irish International Packaging Exhibition—September 1975
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7216)
(Cut off date: 19.2.75)

MILAN:
International Exhibition of Packing and Packaging, Mechanical Handling and Food Processing Industrial Machinery (Ipackima)—October 1975
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: April 1975)

1976

BASLE:
International Packaging Exhibition (Swiss Pack)—1976
Joint venture with appropriate trade association.
(Miss M. R. Allen, Ext. 7092)
(Cut off date: 25.6.75)

Photographic equipment

1975

USA:
National Microfilm Association Annual Convention Exposition—May 1975
Joint venture with appropriate trade association.
(C. J. Wareing, Ext. 7242)
(Cut off date: Not yet arranged)

PARIS:
Photographic, Cinema and Optical Exhibition—November 1975
Joint venture with appropriate trade association.
(Miss P. J. Treasure, Ext. 7205)
(Cut off date: Not yet arranged)

1976

COLOGNE:
World Fair of Photography (Photokina)—September/October 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7045)
(Cut off date: 30.11.75)

Pottery and glassware

1975

ATLANTIC CITY:
China and Glass Show—5-9 January 1975
Joint venture with appropriate trade association.
(K. T. Hall, Ext. 7204)
(Cut off date: 1.6.74)

HANOVER:
International Consumer Goods Fair (Interfachmesse '75)—March 1975
Joint venture with appropriate trade associations.
(Mrs. A. P. Roythorne, Ext. 7080)
(Cut off date: Not yet arranged)

1976

ATLANTIC CITY:
China and Glass Show—January 1976
Joint venture with appropriate trade association.
(K. T. Hall, Ext. 7204)
(Cut off date: Not yet arranged)

HANOVER:
International Consumer Goods Fair (Interfachmesse '76)—March 1976
Joint venture with appropriate trade associations.
(Mrs. A. P. Roythorne, Ext. 7080)
(Cut off date: Not yet arranged)

Printing, stationery and printing machinery

1975

NEW YORK:
Stationery Show—May 1975
Joint venture with British Stationery and Office Products Federation.
(K. T. Hall, Ext. 7204)
(Cut off date: Not yet arranged)

1976

TORONTO:
Canadian Graphic Arts Show—14-17 May 1976
Joint venture with the British Printing Machinery Association.
(J. Henderson, Ext. 265)
(Cut off date: 28.11.75)

Scientific instruments and nuclear equipment

1974

GENEVA:
British Components Exhibition at Cern (Comite European de Recherche Nucleaire)—21-25 October 1974
Joint venture with British Electrical and Allied Manufacturers Association.
(Miss M. R. Allen, Ext. 7092)
(Cut off date: 1.7.74)

SAN FRANCISCO:
Electro-Optical Systems Design Conference—5-7 November 1974
Joint venture with the London Chamber of Commerce.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.5.74)

PARIS:
French Physics Exhibition—9-14 December 1974
Official Information Stand.
(Miss P. J. Treasure)
(Cut off date: Not yet arranged)

1975

CLEVELAND:
Pittsburgh Conference on Analytical Chemistry and Applied Spectroscopy—3-7 March 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.9.74)

NEW YORK:
Annual Meeting of the American Society for Microbiology—27 April-2 May 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.10.74)

ANAHEIM:
Electro-Optical Design Conference and Exhibition—13-15 May 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.12.74)

MUNICH:
Exhibition for Electro-Optical Systems and their application in Industry and Research (Laser '75)—23-27 June 1975
Joint venture with appropriate trade association.
(Mrs. A. P. Roythorne, Ext. 7080)
(Cut off date: Not yet arranged)

TOKYO:
British Export Marketing Centre Bio-Chemical Instrumentation Exhibition—September 1975
Sponsored by the Scientific Instrument Manufacturers Association.
(L. J. Nolder, Tel. 01-727 2614)
(R. King, Ext. 7317)
(Cut off date: 13.12.74)

BASLE:
International Nuclear Industries Fair (Nuclex)—7-11 October 1975
Joint venture with the British Nuclear Forum.
(Miss M. R. Allen, Ext. 7092)
(Cut off date: 1.11.74)

MOSCOW:
Exhibition of Instruments for Research in Physics—25 November-3 December 1975
Joint venture with appropriate trade association.
(R. M. Dale, Ext. 7246)
(Cut off date: Not yet arranged)

MOSCOW:
Exhibition of Equipment for Geology, Geophysic and Cartography—26 November-4 December 1975
Joint venture with appropriate trade association.
(R. M. Dale, Ext. 7246)
(Cut off date: Not yet arranged)

SAN FRANCISCO:
Electro Optical Systems Design Conference—November 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.5.75)

1976

PARIS:
International Exhibition of Measurement Control Regulation and Automation (Mesucora)—April 1976
Joint venture with appropriate trade association.
(Miss P. J. Treasure, Ext. 7205)
(Cut off date: not yet arranged)

MUNICH:
International Trade Exhibition and Congress for Biochemical Analysis (Analytica)—April 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

FRANKFURT:
Chemical Engineering Exhibition and Congress (ACHEMA)—16-23 June 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

Ships and boats

1974

GENOA:
International Boat Show—18-27 October 1974
Joint venture with the Ship and Boat Builders National Federation.
(R. E. Newton, Ext. 571)
(Cut off date: 1.5.74)

1975

PARIS:
International Pleasure Boat Exhibition—January 1975
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

TORONTO:
International Boat Show—January/February 1975
Joint venture with the Ship and Boat Builders' National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

GOTHENBURG:
Boat Show—7-16 February 1975
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7207)
(Cut off date: 15.6.74)

LONG BEACH:
SCMA Sail Boat Show—February 1975
Joint venture with the Ship and Boat Builders' National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

MIAMI:
International Boat Show—February 1975
Joint venture with the Ship and Boat Builders' National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

AMSTERDAM:
International Boat and Camping Exhibition (HISWA)—March 1975
Joint venture with the Ship and Boat Builders' National Federation.
(Mrs. E. Crozier, Ext. 7203)
(Cut off date: not yet arranged)

TOKYO:
International Boat Show—March 1975
Joint venture with appropriate trade association.
(R. King, ext. 7317)
(Cut off date: not yet arranged)

TOKYO:
British Export Marketing Centre Marine Equipment Exhibition—May 1975
Sponsored by the British Marine Equipment Council.
(C. Maxwell, Tel: 01-247 7566)
(M. A. Burrows, Ext. 360)
(Cut off date: 16.8.74)

CHICAGO:
Marine Trades Exhibition and Conference—September 1975
Joint venture with the Ship and Boat Builders' National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

NEWPORT:
International Sailboat Show—September/October 1975
Joint venture with the Ship and Boat Builders' National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

ANNAPOLIS:
United States Sailboat Show—October 1975
Joint venture with the Ship and Boat Builders' National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

GENOA:
International Boat Show—October 1975
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.3.75)

HAMBURG:
International Boat Show—October 1975
Joint venture with the Ship and Boat Builders' National Federation.
(Mrs. E. Crozier, Ext. 7203)
(Cut off date: not yet arranged)

AMSTERDAM:
International Shipbuilding, Marine Engine and Port Equipment Exhibition (Europort)—November 1975
Joint venture with the British Marine Equipment Council.
(S. F. Morris, Ext. 7045)
(Cut off date: 5.4.75)

1976

PARIS:
International Pleasure Boat Exhibition—January 1976
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

TORONTO:
International Boat Show—January 1976
Joint venture with the Ship and Boat Builders' National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

DUSSELDORF:
International Boat Show—January 1976
Joint venture with the Ship and Boat Builders' National Federation.
(Mrs. E. Crozier, Ext. 7203)
(Cut off date: not yet arranged)

MIAMI:
International Boat Show—February 1976
Joint venture with the Ship and Boat Builders' National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

AMSTERDAM
International Boat and Camping Exhibition (HISWA)—March 1976
Joint venture with the Ship and Boat Builders' National Federation.
(Mrs. E. Crozier, Ext. 7203)
(Cut off date: not yet arranged)

ATHENS:
International Shipping Exhibition (Posidonia)—June 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7216)
(Cut off date: 5.10.75)

GENOA:
International Boat Show—October 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.3.76)

HAMBURG:
International Boat Show—October 1976
Joint venture with appropriate trade association.
(Mrs. E. Crozier, Ext. 7203)
(Cut off date: not yet arranged)

Sports goods and camping equipment, including caravans

1974

ESSEN:
International Caravan Show—28 September-6 October 1974
Joint venture with the National Caravan Council.
(Mrs. E. Crozier, Ext. 7203)
(Cut off date: not yet arranged)

1975

HOUSTON:
National Sporting Goods Association Show—February 1975
Joint ventures with:
(i) The Federation of British Manufacturers of Sports and Games.
(ii) The Camping Trades Association of Great Britain Ltd.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

MINSK:
Exhibition of Sports Articles and Equipment for their Manufacture—10-19 June 1975
Joint venture with appropriate trade association.
(R. M. Dale, Ext. 7246)
(Cut off date: not yet arranged)

TOKYO:
British Export Marketing Centre Sporting, Camping, and Leisure Goods Exhibition—June 1975
Sponsored by the Federation of British Manufacturers of Sports and Games.
(A. H. Spinks, Tel: 01-437 7281)
(R. King, Ext. 7317)
(Cut off date: 13.9.74)

COLOGNE:
International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (SPOGA)—September 1975
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7045)
(Cut off date: 28.2.75)

COLOGNE:
International Exhibition of Sports Facilities and Bath Installations—November 1975
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7045)
(Cut off date: 30.12.74)

1976

CHICAGO:
National Sporting Goods Association Show—February 1976
Joint ventures with:
(i) The Federation of British Manufacturers of Sports and Games.
(ii) The Camping Trades Association of Great Britain Ltd.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

COLOGNE:
International Trade Fair of Sports Goods, Camping Equipment and Furniture (SPOGA)—September 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7045)
(Cut off date: 28.2.76)

Textiles and textile machinery

1974

AMSTERDAM:
Textile Design Exhibition (Design-In)—19-20 September 1974
Joint venture with the British Textile Confederation.
(Mrs. E. Crozier, Ext. 7203)
(Cut off date: 1.5.74)

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—19-22 November 1974
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: 7.6.74)

1975

FRANKFURT:
International Trade Fair for Home Furnishing Textiles (Heimtex)—8-12 January 1975
Joint ventures with appropriate trade associations.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: not yet arranged)

ATLANTIC CITY:
Knitting Arts Exhibition—27 April-2 May 1975
Joint venture with the British Textile Machinery Association.
(D. J. Webley, Ext. 7094)
(Cut off date: 18.10.74)

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—May 1975
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

USA:
Bobbin Show—September 1975
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 31.12.74)

MILAN:
International Textile Machinery Exhibition—6-15 October 1975
Joint venture with the British Textile Machinery Association.
(R. E. Newton, Ext. 571)
(Cut off date: note yet arranged)

FRANKFURT:
International Textile for Clothing Exhibition (Interstoff)—November 1975
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

1976

FRANKFURT:
International Trade Fair for Home Furnishing Textiles (HEIMTEX)—January 1976
Joint ventures with appropriate trade associations.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: not yet arranged)

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—May 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

Toys and games

1975

NUREMBERG:
International Toy Fair—1-7 February 1975
Joint venture with appropriate trade association.
(Mrs. A. P. Roythorne, Ext. 7080)
(Cut off date: not yet arranged)

NEW YORK:
International Toy Fair—February 1975
Joint venture with the British Toy Manufacturers' Association.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

1976

NUREMBERG:
International Toy Fair—February 1976
Joint venture with appropriate trade association.
(Mrs. A. P. Roythorne, Ext. 7080)
(Cut off date: not yet arranged)

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1974

MILAN:
Antipolution Exhibition—22-26 October 1974
Joint venture with Birmingham Engineering and Building Centre.
(R. E. Newton, Ext. 571)
(Cut off date: 1.5.74)

PARIS:
Industrial Cleaning Exhibition—2-7 December 1974
Joint venture with Institute of Cleaning Science.
(Miss P. J. Treasure, Ext. 7205)
(Cut off date: 30.4.74)

1975

TOKYO:
Anti-Pollution Exhibition—March 1975
Joint venture with appropriate trade association.
(M. A. Burrows, Ext. 360)
(Cut off date: not yet arranged)

AMSTERDAM:
International Cleaning and Maintenance Exhibition (Interclean)—29 April-2 May 1975
Joint venture with the British Institute of Cleaning Science.
(Mrs. E. Crozier, Ext. 7203)
(Cut off date: not yet arranged)

TORONTO:
Pollution Control Show—April 1975
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 31.12.74)

MUNICH:
International Sewage and Refuse Engineering Exhibition (IFAT)—6-12 June 1975
Joint venture with appropriate trade association.
(Mrs. A. P. Roythorne, Ext. 7080)
(Cut off date: not yet arranged)

BOSTON:
Air Pollution Association Annual Meeting and Exhibition—15-19 June 1975
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 2.1.75)

SYDNEY:
Environment '75—2-6 July 1975
Joint ventures with appropriate trade associations.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: not yet arranged)

AMSTERDAM:
International Exhibition for the Treatment, Storage and Use of Water (Aquatech)—September 1975
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7045)
(Cut off date: 9.1.75)

CHICAGO:
Pollution Engineering Exposition and Congress—September 1975
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 1.3.75)

UTRECHT:
International Trade Fair for Environmental Control Techniques (Milieu)—22-29 October 1975
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

MILAN:
Industrial Cleaning Maintenance and Sanitation Exhibition (Pulisan)—November 1975
Joint venture with appropriate trade association.
R. E. Newton, Ext. 571)
(Cut off date: 1.4.75)

1976

AMSTERDAM:
International Exhibition for the Treatment, Storage and Use of Water (Aquatech)—September 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7045)
(Cut off date: 9.1.76)

MILAN:
Antipollution Exhibition—October 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 30.4.76)

MILAN:
Industrial Cleaning Maintenance and Sanitation Exhibition (Pulisan)—November 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.4.76)

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1974

GENEVA:
International Industrial Safety and Security Exhibition (Eurosaf)—11-14 September 1974
Joint venture with the London Chamber of Commerce.
(Miss M. R. Allen, Ext. 7092)
(Cut off date: 30.4.74)

CINCINNATI:
Powder Coating Exhibition—17-19 September 1974
Joint venture with the London Chamber of Commerce.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.5.74)

LAS VEGAS:
American Mining and Environmental Convention —7-10 October 1974
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date, 30.4.74)

LOUISVILLE:
Coal and the Environment Show—22-24 October 1974
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 1.5.74)

ATLANTA:
Paint Show—6-8 November 1974
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 30.4.74)

1975

LAS VEGAS:
National Audio-Visual Association Convention and Exhibition—11-14 January 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.6.74)

DALLAS:
Educational Communications and Technology National Convention and Exhibition—9-14 March 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.10.74)

PIACENZA:
Button Exhibition—April 1975
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.10.74)

BOLOGNA:
Exhibition of Modern Methods of Teaching—April 1975
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.10.74)

BOLOGNA:
International Perfumery and Cosmetics Exhibition—April/May 1975
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.11.74)

WASHINGTON, DC:
American Ceramic Society—4-8 May 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.10.74)

NEW YORK:
National Premium Show—May 1975
Joint venture with British Premium Merchandise Association.
(K. T. Hall, Ext. 7204)
(Cut off date: not yet arranged)

ANAHEIM:
Western Safety Congress and Exhibits Show—May 1975
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 1.12.74)

DETROIT:
National Materials Handling Show—May 1975
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 29.11.74)

CHICAGO:
International Security Conference and Exhibition —May 1975
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 1.11.74)

HOUSTON, TEXAS:
7th Annual Offshore Technology Conference and Exposition—May 1975
Joint venture with appropriate trade association.
(M. F. Moor, Ext. 7215)
(Cut off date: November 1974)

MELBOURNE:
Australian International International Education 17-21 June 1975
Joint ventures with Industrial Council for Educational and Training Technology.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: not yet arranged)

USA:
Annual Exhibition of Educational Resources—June 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext, 7097)
(Cut off date: 1.1.75)

BASLE:
International Art Fair—June 1975
Joint venture with appropriate trade association.
(Miss M. R. Allen, Ext. 7092)
(Cut off date: 1.3.75)

SALONIKA:
World Veterinary Congress—6-12 July 1975
Joint venture with the Association of the British Pharmaceutical Industry.
(Miss H. J. Archer, Ext. 7216)
(Cut off date: 6.1.75)

TOKYO:
British Export Marketing Centre Oceanological Equipment Exhibition—July 1975
Sponsored by the Association of British Oceanological Industries.
(M. Armstrong, Tel. 01-839 4089)
(M. A. Burrows, Ext. 360)
(Cut off date: 11.10.74)

MOSCOW:
Exhibition of Equipment for Aluminium Production and Fabrication (Alumini-75)—9-18 July 1975
Joint venture with appropriate trade association.
(R. M. Dale, Ext. 7246)
(Cut off date: not yet arranged)

ANAHEIM:
10th Western Woodworking Machinery and Furniture Supply Fair—20-23 September 1975
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 29.3.75)

CHICAGO:
National Safety Congress—29 September-2 October 1975
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 1.3.75)

CINCINNATI:
Powder Coating Exhibition—September 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.4.75)

WASHINGTON, DC:
Annual Convention and Exhibition of the Wire Association of America—12-16 October 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.4.75)

TORONTO:
Canadian Education Showplace—October 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.4.75)

DUBLIN:
International Education and Training Exhibition and Conference (ETEX '75)—October 1975
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7216)
(Cut off date: 11.3.75)

DUSSELDORF:
Industrial Safety and Factory Hygiene Exhibition and Congress—October 1975
Joint venture with appropriate trade association.
(Mrs. E. Crozier, Ext. 7203)
(Cut off date: not yet arranged)

ATLANTA:
Paint Show—November 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.5.75)

TORONTO:
Canadian Mining and Aggregate Equipment Exhibition—November 1975
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 30.5.75)

1976

ZURICH:
International Sheet Metal Exhibition and Conference—March 1976
Joint venture with appropriate trade association.
(Miss M. R. Allen, Ext. 7092)
(Cut off date: 31.8.75)

BOLOGNA:
Modern Methods of Teaching—April 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 30.9.75)

BOLOGNA:
International Perfumery and Cosmetics Exhibition —April/May 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 31.10.75)

PHILADELPHIA:
Interphil 1976—May 1976
Possible joint venture with the Philatelic Traders' Society.
(K. T. Hall, Ext. 7204)
(Cut off date: not yet arranged)

WIESBADEN:
International Pet Trades Fair—May 1976
Joint venture with appropriate trade association.
(Mrs. A. P. Roythorne, Ext. 7080)
(Cut off date: not yet arranged)

BASLE:
International Art Fair—June 1976
Joint venture with appropriate trade association.
(Miss M. R. Allen, Ext. 7092)
(Cut off date: 1.3.76)

CHICAGO:
Railway Supply Association Exhibition—September 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.3.76)

DUSSELDORF:
3rd International Congress Exhibition for Marine Research and Marine Exploitation (Interocean)—November 1976
Joint venture with Association of British Oceanological Industries.
(Mrs. E. Crozier, Ext. 7203)
(Cut off date: not yet arranged)

British Export Marketing Centre Tokyo

The British Overseas Trade Board considers that the Japanese market offers new and exciting growth prospects for a wide range of British exports and has therefore decided to open the British Export Marketing Centre in Tokyo. For a single fee of £100, firms will be able to participate in official trade exhibitions to be held in the Centre. The Board will provide free of charge the floor space and a shell stand and mount the exhibits. It will also arrange to ship all exhibits to Tokyo free of charge from a central point in Britain. Before each exhibition it will mount a major advertising and publicity campaign in Japan to attract potential customers. In addition, exhibiting firms will be able to claim £400 each towards the cost of sending up to two representatives to man the stands during the exhibition. The Centre will be available to British companies or their agents wishing to mount individual product exhibitions for a charge of £50 a day. It will also be available to companies wishing to hold seminars and conferences, and there are facilities for audio-visual presentations and catering. A charge of £5 an hour will be made. Further information on the Centre and its facilities can be obtained from Fairs and Promotions Branch (Tel. 01-248 5757, ext. 7104/7317/360).

The programme of Exhibitions for 1974 is now complete and fully subscribed. The events taking place in February to October 1975 are listed below. The programme of Exhibitions for November 1975 to July 1976 is now under consideration and further information may be obtained from the Board's Export to Japan Unit (01-248 5757, ext. 614).

Official British Trade Exhibitions 1975

Business and Reproduction Equipment Exhibition (Including Computer Software and Peripherals) —18-22 February 1975
Sponsored by the Business Equipment Trade Association.
(R. D. D'Urban, Tel. 01-405 6233)
(R. King, Ext. 7317)
(Cut off date: 10.5.74)

Building Materials Exhibition—4-8 March 1975
Sponsored by the Building Centre Ltd.
(D. Clayton, Tel. 01-636 5400)
(M. A. Burrows, Ext. 360)
(Cut off date: 7.6.74)

Vehicle Components and Accessories Exhibition —22-26 April 1975
Sponsored by the Society of Motor Manufacturers and Traders.
(B. Whitelaw, Tel. 01-235 7000)
(R. King, Ext. 7317)
(Cut off date: 19.7.74)

Marine Equipment Exhibition—May 1975
Sponsored by the British Marine Equipment Council.
(D. Maxwell, Tel. 01-247 7566)
(M. A. Burrows, Ext. 360)
(Cut off date: 16.8.74)

Sporting, Camping and Leisure Goods Exhibition—June 1975
Sponsored by the Federation of British Manufacturers of Sports and Games.
(A. H. Spink, Tel. 01-437 7281)
(R. King, Ext. 7317)
(Cut off date: 13.9.74)

Oceanological Equipment Exhibition—July 1975
Sponsored by the Association of British Oceanological Industries.
(M. Armstrong, Tel. 01-839 4089)
(M. A. Burrows, Ext. 360)
(Cut off date: 11.10.74)

Bio-Chemical Instrumentation Exhibition— September 1975
Sponsored by the Scientific Instrument Manufacturers' Association.
(L. J. Nolder, Tel. 01-727 2614)
(R. King, Ext. 7317)
(Cut off date: 13.12.74)

Contract Furnishing Exhibition—October 1975
Sponsored by the Contract Furnishing Association.
(S. Wright, Tel. 01-405 4151)
(M. A. Burrows, Ext. 360)
(Cut off date: 10.1.75)

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British shopping weeks and store promotions

1974/5

Belgium

Shopping Week
GHENT, 6-14 September 1974
Promotion of British consumer goods.
(Miss H. J. Archer, Ext. 7216)

Denmark

Shopping Week
AARHUS, September/October 1974
Promotion of British consumer goods.
(P. F. Aitken, Ext. 7207)

Sweden

Shopping Week
STOCKHOLM, 22-27 April 1974
Taby Centrum Shopping Week
The large majority of retailers in this shopping complex, including KF, EPA and Metro will participate.
(P. F. Aitken, Ext. 7207)

Australia

Store Promotion
MELBOURNE, 26 August-7 September 1974
Ball and Welch Ltd. Irish Store Promotion
Promotion to feature men's and women's clothing, footwear, domestic linen, household goods, giftware and fancy goods, etc. from Northern and Southern Ireland.
London Buying House: Dalgety Export Services Division, Dalgety Ltd., The Corn Exchange Buildings, 52-57 Mark Lane, London (Tel. 01-480 7101)
(Mrs. P. W. Davies, Ext. 7093)

Germany

Store Promotion
NORDLINGEN, May-June 1974
Textilhaus Singer KG
Promotion of British consumer goods.
(Mrs. A. P. Roythorne, Ext. 7080)

Italy

Store Promotion
ROME, December 1974
CIM Store Promotion, Two stores. Promotion will include food and drink and related household items. Inquiries: Dott. F. Roviglioni, via XX Settembre 97/C, Rome (Tel. 48 13 51).
(R. E. Newton, Ext. 571)

Japan

Store Promotions
HANKYU Department Store Promotion, 1974
Consumer Goods Promotion
Store Head Office: 41 Kakuda-cho, Kitaku, Osaka.
UK inquiries: Campbell & Booker Ltd., The Adelphi, John Adam Street, London, W.C.2 (Tel. 01-930 4041. Contact: B. Windsor).
(M. A. Burrows, Ext. 360)

Takashimaya Department Store Autumn 1974
British Promotion
Promotion to be held in group's main store in Tokyo and six other stores. Promotion to feature consumer goods in general.
(M. A. Burrows, Ext. 360)

Luxembourg

Store Promotion
Grands Magasins Monopol, 1-15 December 1974
Three stores will feature textiles. London Buying House: Portman (Wholesale Overseas) Ltd., 40 Duke Street, London W1A 2HP (Tel. 01-629 8805).
(Miss H. J. Archer, Ext. 7216)

South Africa

Store Promotion
Store Promotions John Orr Group August 1974
Promotion in ten department stores of general household merchandise, textiles, tableware, etc.
(Mrs. W. M. MacIver, Ext. 325)

Switzerland

Store Promotions
'Europe in Zurich', 18 April-5 May 1974
Street promotion.
(Miss M. R. Allen, Ext. 7092)

Rheinbrucke Stores Promotion, Spring 1975
Approximately 30 stores in Switzerland. Promotion will feature textiles, ladies' clothing, children's clothing, leather goods, carpets, furniture, earthenware, good and drink, do-it-yourself equipment, hi-fi and tv and garden implements. Inquiries: Mr. G. Gruenhut, Magazine zur Rheinbruecke AG, Dept: Rheba Zentrale, Marketing Promotion, Utengasse 6 Postfach 337. CH 4000 Basle
(Miss M. R. Allen, Ext. 7092)

U.S.A.

Store Promotions
US Countrywide, 1974
Brides Magazine Advertising Promotion. Magazine advertising promotion featuring British goods at four departments stores.
(L. Devine, Ext. 318)

LOS ANGELES, 19 September-6 October 1974
Broadway Stores Inc.
Possible British promotion in 38 stores. Consumer goods generally will be featured. London Buying House: Gimbel Brothers, Elsey House, 24/30 Great Titchfield Street, London W1P 8ED (Tel. 01-637 3931).
(C. J. Wareing, Ext. 7242)

DES MOINES, 20 October-2 November 1974
Younkers Stores Inc.
British promotion of full range of consumer goods at the 22 group stores in Iowa. London Buying House: Dean Warburg Ltd., 38 Savile Row, London W1X 1ET.
(C. J. Wareing, Ext. 7242)

PORTLAND, OREGON, October 1974
Norm Thompson Outfitters
British promotion of men's and ladies' outerwear. London Buying Office: Cyril Terry (London) Ltd. (Tel. 01-437 0265)
(K. T. Hall, Ext. 7204)

Missions

Outward missions

1974

Africa

Nigeria 20 April-8 May 1974
Birmingham Chamber of Commerce
(Contact: C. D. S. Wake, Tel. 021-454 6171)
(FPB contact: N. J. D. Robinson, Ext. 7011)

South Africa 20 April-9 May 1974
Bristol Chamber of Commerce
(Contact: Mrs. B. Childs, Tel. Bristol 37081)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)

South Africa 4-25 May 1974
Kent and Sussex Exporters' Club
(Contact: T. P. Veitch, Tel. 0892 23039)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)

Ghana, Nigeria 8-22 May 1974
Leicester and County Chamber of Commerce
(Contact: H. L. Milliard, Tel. Leicester 27171)
(FPB contact: N. J. D. Robinson, Ext. 7011)

South Africa 25 May-7 June 1974
Development Corporation for Wales
(Contact: M. Lewis, Tel. Cardiff 21208)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)

Nigeria 2-15 June 1974
Scottish Council
(Contact: E. W. Frizzell, Tel. 031-225 7911)
(FPB contact: N. J. D. Robinson, Ext. 7011)

South Africa 16 June-5 July 1974
Leeds Chamber of Commerce and Industry
(Contact: C. Wilson, Tel. Leeds 30491)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)

South Africa 28 July-11 August 1974
Building Materials Export Group
(Contact Miss S. Tomlinson, Tel. 730 2642)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)

Nigeria 1-15 September 1974
London Chamber of Commerce and Industry
(Contact: S. J. D. Nowson, Tel. 01-248 4444)
(FPB contact: N. J. D. Robinson, Ext. 7011)

South Africa 14-27 September 1974
Birmingham Chamber of Commerce
(Contact: J. A. Rice, Tel. 021-454 6171)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)

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ITF's experience and record is such that it has been appointed by the British Overseas Trade Board to organise British industrial and technological exhibitions overseas.

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OFFSHORE INTERNATIONAL EXHIBITION AND CONFERENCE '74. 7-11 Oct. 1974. Olympia London. Daily 09.30-18.00. Trade and Press only.

Calendar of Events 1974

HEVAC 74 – International Heating, Ventilating and Air Conditioning Exhibition
22–26 April, Olympia, London.

IEA 74 – International Instruments, Electronics and Automation Exhibition
13–17 May, Olympia, London.

International Mechanical Handling Exhibition
14–24 May, Earls Court, London.

PAKEX 74 – International Packaging Exhibition
3–7 June, Olympia, London.

Europlastique 74 – International Plastics and Rubber Exhibition
Organised for the British Plastics Federation.
5–12 June, Paris.

British Industrial Exhibition – São Paulo
23 August–1 September, São Paulo, Brazil.

The Northern Floor Coverings Fair
3–6 September, The Exhibition Centre, Harrogate.

London International Footwear Fair
29 September–2 October, Olympia, London.

Offshore International Exhibition and Conference
7–11 October, Olympia, London.

International Audio Festival and Fair
28 October–3 November, Olympia, London.

British Industrial Exhibition, Jakarta
7–13 November, Hotel Indonesia, Jakarta, Indonesia.

Home Improvements & Leisuretime Exhibition
12-23 November, City Hall, Manchester.

Meat Industry and International Poultry Show
5–7 December, Olympia, London.

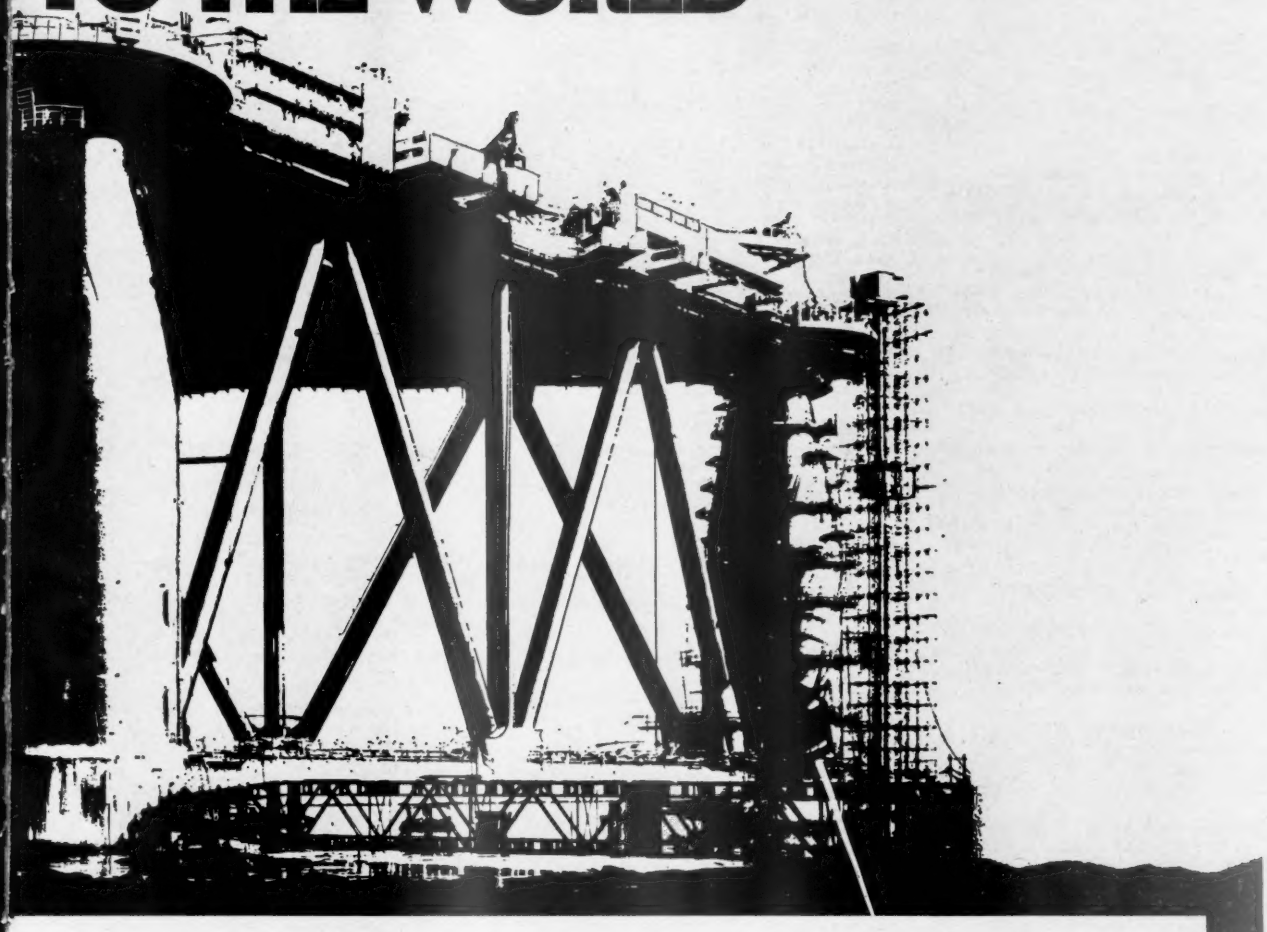
Calendar of Events 1975

IMBEX 75 – International Men's and Boys' Wear Exhibition
24–28 February, Earls Court, London.

Brighter Homes Exhibition
4–22 March, City Hall, Manchester.

International Welding and Metal Fabrication Exhibition
21–26 April, Olympia, London.

TO THE WORLD



London Electronic Component Show
13–16 May, Olympia, London.

National Printing Machinery Exhibition
2–6 June, Olympia, London.

London International Footwear Fair
September, Earls Court, London.

The Northern Floor Coverings Fair
2–5 September, The Exhibition Centre, Harrogate.

International Process Plant and Equipment Exhibition
8–12 September, Olympia, London.

48th International Bakers and Confectioners Exhibition
20–24 October, Olympia, London.

International Audio Festival and Fair
20–26 October, Olympia, London.

Overseas Exhibitions

The group also organises British trade fairs overseas through its subsidiary, Industrial and Trade Fairs International Limited. Included among these have been exhibitions in:

Bilbao British Industrial Technology Exhibition (1973)

Peking British Industrial Technology Exhibition (1973)

Buenos Aires British Industrial Exhibition (1970)

São Paulo British Industrial Exhibition (1969)

Bucharest British Industrial Exhibition (1968)

Vancouver British Pavilion, British Columbia International Trade Fair (1967)

Toronto British Industrial Fair, Production Show (1967)

Mexico City British Industrial Exhibition (1966)

Moscow British Industrial Exhibition (1966)

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Industrial and Trade Fairs Holdings Limited,
Commonwealth House, 1-19 New Oxford Street,
London WC1A 1PB. Tel: 01-242 9011.
Telex: 262567. Cables: Indatfa London WC1.

Nigeria 17 September-1 October 1974
The Agricultural Engineers' Association Ltd.
(Contact: E. C. Lanning, Tel. 01-828 7973/6)
(FPB contact: N. J. D. Robinson, Ext. 7011)

Sierra Leone, Liberia, Ivory Coast 20 September-4 October 1974
Birmingham Chamber of Commerce
(Contact: C. D. S. Wake, Tel. 021-454 6171)
(FPB contact: N. J. D. Robinson, Ext. 7011)

Nigeria 5-19 October 1974
Westminster Chamber of Commerce
(Contact: Mr. Treherne, Tel. 01-734 2851)
(FPB contact: N. J. D. Robinson, Ext. 7011)

Johannesburg 5-19 October 1974
Northern Ireland Chamber of Commerce
(Contact: E. M. Buckley, Tel. Belfast 34488)
(FPB Contact: Mrs. W. M. MacIver, Ext. 325)

South Africa 19 October-2 November 1974
Wolverhampton Chamber of Commerce and Industry
(Contact: Mr. Carder, Tel. Wolverhampton 20638)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)

Ghana, Nigeria 27 October-9 November 1974
Engineering Industries Association
(Contact: Col. Scott, Tel. 01-863 9188)
(FPB contact: N. J. D. Robinson, Ext. 7011)

Algeria, Tunisia, Libya 27 October-11 November 1974
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: M. L. Sellek, Ext. 7314)

South Africa 2-23 November 1974
Lighting Industry Federation Ltd.
(Contact: E. J. Counter, Tel. 01-636 0766)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)

Kenya, Zambia, South Africa 9-30 November 1974
Society of Motor Manufacturers and Traders
(Contact: K. Wallis, Tel. 01-235 7000)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)

South Africa 24 November-7 December 1974
Engineering Industries Association
(Contact: Col. R. E. Scott, Tel. 01-863 9189)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)

Nigeria 25 November-6 December 1974
Merseyside Chamber of Commerce
(Contact: C. P. Mercier, Tel. 051-227 1234)
(FPB contact: N. J. D. Robinson, Ext. 7011)

Americas, including the Caribbean

Brazil 19 April-3 May 1974
Dundee and Glasgow Chamber of Commerce
(Contact: C. W. Simms, Tel. Dundee 22122)
(FPB contact: N. J. D. Robinson, Ext. 7011)

USA 1-15 May 1974
London Chamber of Commerce (Offshore Oil)
(Contact: J. M. Worsley, Tel. 01-248 4444)
(FPB contact: M. F. Moor, Ext. 7215)

Brazil 4-18 May 1974
London Chamber of Commerce
(Contact: J. M. Worsley, Tel. 01-248 4444)
(FPB contact: N. J. D. Robinson, Ext. 7011)

Puerto Rico 20-25 May 1974
Birmingham Chamber of Commerce and Industry
(Contact: J. Rice, Tel. 021-454 6171)
(FPB contact: L. Devine, Ext. 318)

Brazil 20-31 May 1974
Book Development Council
(Contact: M. Ballard, Tel. 01-580 6321)
(FPB contact: N. J. D. Robinson, Ext. 7011)

Mexico 25 May-7 June 1974
Machine Tools Trade Association
(Contact: Mr. Bromice, Tel. 01-402 6671)
(FPB contact: N. J. D. Robinson, Ext. 7011)

USA May 1974
Association of British Oceanological Industries
(Contact: M. Armstrong, Tel. 01-839 4089)
(FPB contact: M. Moor, Ext. 7215)

USA and Canada 3-24 June 1974
Bristol Chamber of Commerce
(Contact: Mrs. B. Childs, Tel. Bristol 37081)
(FPB contact: C. J. Wareing, Ext. 7242)

Canada 4-15 June 1974
Birmingham Chamber of Commerce and Industry
(Contact: S. Sperryn, Tel. 021-454 6171)
(FPB contact: L. Devine, Ext. 318)

Venezuela 11-20 July 1974
Birmingham Chamber of Commerce
(Contact: J. H. Rice, Tel. 021-454 6171)
(FPB contact: N. J. D. Robinson, Ext. 7011)

USA 14-28 September 1974
Birmingham Chamber of Commerce and Industry
(Contact: S. Sperryn, Tel. 021-454 6171)
(FPB contact, L. Devine, Ext. 318)

Brazil 14-28 October 1974
Bristol Chamber of Commerce and Industry
(Contact: Mrs. B. Childs, Tel. Bristol 37081)
(FPB contact: N. J. D. Robinson, Ext. 7011)

Venezuela, Brazil 27 October-15 November 1974
Westminster Chamber of Commerce
(Contact: Mr. Trehearne, Tel. 01-734 2851)
(FPB contact: N. J. D. Robinson, Ext. 7011)

Brazil 7-16 November 1974
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: N. J. D. Robinson, Ext. 7011)

Colombia and Venezuela 9-23 November 1974
Manchester Chamber of Commerce
(Contact: H. Butler, Tel. 061-832 5574)
(FPB contact: N. J. D. Robinson, Ext. 7011)

Latin America—Bolivia, Colombia, Peru 22 November-6 December 1974
Leicester and County Chamber of Commerce and Industry
(Contact: A. H. Green, Tel. Leicester 27171)
(FPB contact: N. J. D. Robinson, Ext. 7011)

USA November-December 1974
Dundee Chamber of Commerce
(Contact: J. Aitken, Tel. Dundee 22122)
(FPB contact: J. Henderson, Ext. 265)

Guyana—Surinam, Curacao, Aruba December 1974
West India Committee
(Contact: A. C. Knight, Tel. 01-629 6353)
(FPB contact: K. T. Hall, Ext. 7204)

Asia

Japan 19 April-4 May 1974
British Export Council for the Jewellery and Giftware Industries
(Contact: R. O. Hooker, Tel. 01-493 7628)
(FPB contact M. A. Burrows, Ext. 360)

Saudi Arabia, Bahrain, Kuwait, Iran, Dubai Abu Dhabi, Muscat 19 April-9 May 1974
British Food Export Council
(Contact: I. S. Harrison, Tel. 01-839 4181)
(FPB contact: M. L. Sellek, Ext. 7314)

Japan 21-27 April 1974
Leicester and County Chamber of Commerce
(Contact L. Milliard, Tel. 0533 27171)
(FPB contact: M. A. Burrows, Ext. 360)

India 26 April-2 May 1974
Book Development Council
(Contact: M. Ballard, Tel. 01-580 6321)
(FPB contact: I. D. Spencer, Ext. 7099)

Hong Kong, Japan 5-19 May 1974
British Food Export Council
(Contact: I. S. Harrison, Tel. 839 4181)
(FPB contact: R. King, Ext. 7317)

Malaysia, Hong Kong, Japan 17 May-8 June 1974
Association of Learned and Professional Society Publishers
(Contact: R. J. Millson, Tel. 01-930 7476)
(FPB contact: M. A. Burrows, Ext. 360)

Hong Kong, Japan 26 May-12 June 1974
Glasgow Chamber of Commerce
(Contact: Mrs. J. MacKenzie, Tel. 041-204 2121)
(FPB contact: R. King, Ext. 7317)

Japan 11-17 June 1974
British Printing Machinery Association
(Contact: W. Maxwell, Tel. 01-405 9610)
(FPB contact: R. King, Ext. 7317)

Singapore, Thailand, Indonesia 21-30 June 1974
The London Chamber of Commerce and Industry
(Contact: E. M. MacDonald, Tel. 01-248 4444)
(FPB contact: I. D. Spencer, Ext. 7099)

Japan 22 June-7 July 1974
Engineering Industries Association
(Contact: T. R. Wade, Tel. 01-863 9188)
(FPB contact: M. A. Burrows, Ext. 360)

Singapore 6-14 September 1974
Birmingham Chamber of Commerce and Industry
(Contact: J. H. Rice, Tel. 021-454 617)
(FPB contact: I. D. Spencer, Ext. 7099)

Japan, Hong Kong, Singapore 8-28 September 1974
Birmingham Engineering and Building Centre
(Contact: D. Perkins, Tel. 021-643 1914)
(FPB contact: R. King, Ext. 7317)

Hong Kong, Japan 17 September-4 October 1974
Clothing Export Council
(Contact: J. Clifford, Tel. 01-734 9744)
(FPB contact: M. A. Burrows, Ext. 360)

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Japan 30 September-12 October 1974
Edinburgh Chamber of Commerce and Manufacturers
(Contact: D. M. Mowat, Tel. 031-225 5851)
(FPB contact: M. A. Burrows, Ext. 360)

South Korea and Indonesia September 1974
Scottish Council Development and Industry
(Contact: Miss Mary Bell, Tel. 031-225 7911)
(FPB contact: R. King, Ext. 7317)

Hong Kong, Japan 2-16 October 1974
Federation of Sussex Industries
(Contact: Mrs. N. Potter, Tel. 0273 26189)
(FPB contact: R. King, Ext. 7317)

South Korea 13-23 October 1974
The London Chamber of Commerce and Industry
(Contact: Mr. Buckman, Tel. 01-248 4444)
(FPB contact: R. King, Ext. 7317)

Japan 14-26 October 1974
Scottish Export Council
(Contact: D. S. Reid, Tel. 031-225 7911)
(FPB contact: M. A. Burrows, Ext. 360)

Singapore, Hong Kong, Japan 14 October-9 November 1974
The Manchester Chamber of Commerce and Industry
(Contact: D. M. Arrondale, Tel. 061-832 5574)
(FPB contact: M. A. Burrows, Ext. 360)

Malaysia, Singapore 19 October-2 November 1974
Cardiff Chamber of Commerce
(Contact J. C. F. Winckley, Tel. Cardiff 21648)
(FPB contact: I. D. Spencer, Ext. 7099)

India October 1974
Leicester and County Chamber of Commerce
(Contact: H. L. Milliard, Tel. Leicester 27171)
(FPB contact: I. D. Spencer, Ext. 7099)

Hong Kong 4-9 November 1974
Birmingham Chamber of Commerce and Industry
(Contact: J. H. Rice, Tel. 021-454 6171)
(FPB contact: I. D. Spencer, Ext. 7099)

Japan 4-15 November 1974
Northeast Scotland Development Authority
(Contact: M. G. Bruce, Tel. Aberdeen 55971)
(FPB contact: R. King, Ext. 7317)

Thailand, Malaysia, Singapore, Indonesia 10 November-5 December 1974
The Society of Motor Manufacturers and Traders Ltd.
(Contact: K. Wallis, Tel. 01-235 7000)
(FPB contact: I. D. Spencer, Ext. 7099)

Japan 11-23 November 1974
Federation of Garden and Leisure Equipment Exporters (Gardenex)
(Contact: Mrs. Y. Slade, Tel. Hungerford 2532)
(FPB contact: R. King, Ext. 7317)

Australasia

Australia 28 April-19 May 1974
The Allied Brewery Traders Association
(Contact: J. A. Ingoldby, Tel. 01-407 5142)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)

Australia, New Zealand 29 April-28 May 1974
Portsmouth Chamber of Commerce
(Contact: R. Holding, Tel. Portsmouth 25351)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)

Australia 2-25 May 1974
City of Westminster Chamber of Commerce
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)

Australia and New Zealand 20 May-8 June 1974
Society of Motor Manufacturers and Traders Ltd.
(Contact: K. Wallis, Tel. 01-235 7000)
(FPB contact: I. D. Spencer, Ext. 7099)

Australia 9-21 June 1974
British Photographic Export Group
(Contact: R. Saunders, Tel. 01-89 33372)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)

Australia and New Zealand July 1974
British Food Export Council
(Contact: I. S. Harrison, Tel. 01-839 4181)
(FPB contact: I. D. Spencer, Ext. 7099)

New Zealand, Australia 28 August-28 September 1974
Merchant Converters Association
(Contact: D. J. Mackower, Tel. 01-734 1051)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)

Australia 6-26 September 1974
Walsall Chamber of Commerce and Industry
(Contact: N. E. Turner, Tel. Walsall 5671)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)

Australia, Thailand, Singapore September 1974
Engineering Industries Association
(Contact: Col. R. E. Scott, Tel. 01-863 9188)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)

Australia and New Zealand 1 October-3 November 1974
Kent and Sussex Exporters Club
(Contact: T. P. Veitch, Tel. Tunbridge Wells 23039/22048)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)

Australia and New Zealand 29 October-1 December 1974
Dundee Chamber of Commerce
(Contact: J. Aitken, Tel. Dundee 22122)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)

Australia October/November 1974
London Chamber of Commerce
(Contact: Miss Diane Wright, Tel. 01-248 4444)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)

Europe

USSR 1974
Society of Motor Manufacturers and Traders
(Contact: E. Jones, Tel. 01-235 7000)
(FPB contact: R. M. Dale, Ext. 7246)

Poland 21-28 April 1974
London Chamber of Commerce
(Contact: R. J. Anthony, Tel. 01-248 4444)
(FPB contact: G. A. Casburn, Ext. 602)

Greece 1-8 May 1974
Birmingham Chamber of Commerce and Industry
(Contact: P. L. Stubbs, Tel. 021-454 6171)
(FPB contact: Miss H. J. Archer, Ext. 7216)

Yugoslavia 9-14 June 1974
Leicester and County Chamber of Commerce and Industry
(Contact: H. L. Milliard, Tel. Leicester 27171)
(FPB contact: G. A. Casburn, Ext. 602)

Poland, East Germany and Czechoslovakia 9-18 September 1974
British Hosiery and Knitwear Export Group
(Contact: A. R. Bicknell, Tel. 01-734 6277)
(FPB contact: G. A. Casburn, Ext. 602)

USSR 23-27 September 1974
Leicester and County Chamber of Commerce and Industry
(Contact: J. L. Milliard, Tel. Leicester 27171)
(FPB contact: R. M. Dale, Ext. 7246)

USSR October 1974
Edinburgh Chamber of Commerce
(Contact: D. Mowat, Tel. 031-225 5851)
(FPB contact: R. M. Dale, Ext. 7246)

1975

Africa

South Africa 25 January-8 February, 1975
Engineering Industries Association
(Contact: Col. R. E. Scott, Tel. 01-863 9189)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)

South Africa 8-23 February 1975
Federation of Sussex Industries
(Contact: Mrs. N. Potter, Tel. Brighton 26189)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)

South Africa 23 February-2 March 1975
The City of Westminster Chamber of Commerce
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)

Nigeria 9-22 March 1975
Bristol Chamber of Commerce
(Contact: Mrs. B. Childs, Tel. Bristol 37081)
(FPB contact: N. J. D. Robinson, Ext. 7011)

South Africa 26 April-16 May 1975
Agricultural Engineering Association
(Contact: D. O'Neill, Tel. 01-828 7973)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)

Nigeria 3-17 May 1975
Dundee Chamber of Commerce
(Contact: C. W. Simms, Tel. Dundee 22122)
(FPB contact: N. J. D. Robinson, Ext. 7011)

South Africa 6-27 September 1975
British Ceramic Plant and Machinery Manufacturers Association
(Contact: C. J. Hench, Tel. Sunbury 83280)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)

South Africa 27 September-11 October 1975
Birmingham Engineering and Building Centre
(Contact: D. W. Perkins, Tel. 021-643 1914)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)

South Africa 18 October-7 November 1975
Slough and District Chamber of Commerce and Industry
(Contact: J. Peck, MBE, ERD, Tel. Slough 33633)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)

South Africa 16 November-6 December 1975
Walsall Chamber of Commerce and Industry
(Contact: N. E. Turner, Tel. Walsall 25671)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)

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Americas, including the Caribbean

Brazil 2-25 March 1975
North of England Development Council
(Contact: R. Hull, Tel. Newcastle upon Tyne 610026)
(FPB contact: N. J. D. Robinson, Ext. 7011)

Brazil 13-27 April 1975
Birmingham Engineering and Building Centre
(Contact: D. Perkins, Tel. 021-643 1914)
(FPB contact: N. J. D. Robinson, Ext. 7011)

Brazil 13-25 May 1975
Manchester Chamber of Commerce
(Contact: Mr. Butler, Tel. 061-832 5574)
(FPB contact: N. J. D. Robinson, Ext. 7011)

Brazil 7-21 June 1975
Scottish Council
(Contact: D. S. Reid, Tel. 031-225 7911)
(FPB contact: N. J. D. Robinson, Ext. 7011)

Brazil 22 June-5 July 1975
Walsall Chamber of Commerce and Industry
(Contact: N. E. Turner, Tel. Walsall 25671)
(FPB contact: N. J. D. Robinson, Ext. 7011)

Brazil 7-13 July 1975
Birmingham Chamber of Commerce
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: N. J. D. Robinson, Ext. 7011)

USA and Canada 6-18 October 1975
Dundee Chamber of Commerce
(Contact: C. W. Simms, Tel. 0382-22122)
(FPB contact: C. J. Wareing, Ext. 7242)

Asia

Kuwait, Bahrain, Doha, Abu Dhabi and Dubai January/February 1975
South Wales Exporters' Club
(Contact: H. C. Blanch, Tel. Caerphilly 5701)
(FPB contact: G. A. Casburn, Ext. 689)

Japan, Hong Kong 8-28 February 1975
Dundee Chamber of Commerce
(Contact: C. W. Simms, Tel. Dundee 22122)
(FPB contact: M. A. Burrows, Ext. 360)

Hong Kong, Malaysia, Singapore February/March 1975
Scottish Council (Development and Industry)
(Contact: Miss Mary Bell, Tel. 031-225 7911)
(FPB contact: I. D. Spencer, Ext. 7099)

Japan 4-15 March 1975
Leeds Chamber of Commerce
(Contact: C. Wilson, Tel. Leeds 30491)
(FPB contact: M. A. Burrows, Ext. 360)

Japan 17-28 March 1975
British Toy Manufacturers' Association
(Contact: J. Glanfield, Tel. 01-242 9158)
(FPB contact: M. Burrows, Ext. 360)

Hong Kong 22-29 March 1975
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: I. D. Spencer, Ext. 7099)

Japan 24 March-4 April 1975
Export Council for the Jewellery and Giftware Industries
(Contact: R. O. Hooker, Tel. 01-493 7628)
(FPB contact: M. A. Burrows, Ext. 360)

Malaysia 20-27 September 1975
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: I. D. Spencer, Ext. 7099)

South Korea 11-18 October 1975
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: R. King, Ext. 7317)

Australasia

Australia, New Zealand February-March 1975
North Staffordshire Chamber of Commerce and Industry
(Contact: J. Glover, Tel. 0782 44731)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)

Australia, New Zealand Spring 1975
Manchester Chamber of Commerce and Industry
(Contact: D. M. Arrondale, Tel. 061-832 5574)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)

Australia April 1975
Export Council for the Jewellery and Giftware Industries
(Contact: R. Hooker, Tel. 01-493 7628)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)

Australia May 1975
The City of Westminster Chamber of Commerce
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)

Australia October 1975
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel 021-454 6171)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)

Inward missions

1974

Overseas Vistors Bureau contact for general inquiries relating to inward missions: Miss G. M. Stannard, Tel. 01-248 5757, Ext. 463.

France April
Allied Brewery Traders, Association
(Contact: J. A. Ingoldby, Tel. 01-407 5142)

Nigeria April/May
British Chemical Engineering Contractors' Association
(Contact: Brig. J. B. Birkett, Tel. 01-839 6514)

Canada April/May
British Textile Machinery Association
(Contact: E. H. Smallwood, Tel. 061-834 2991)

Nigeria May
Industrial Council for Educational Training and Technology
(Contact: Miss S. Down, Tel. 01-437 0678)

West Germany May
British Food Export Council
(Contact: P. C. Platten, Tel. 01-839 4181)

France May
Machine Tool Trades Association
(Contact: H. E. Wallace, Tel. 01-402 6671)

Netherlands May
Building Centre
(Contact: D. Clayton, Tel. 01-637 1022)

Hungary, Czechoslovakia, Russia, Poland, Kenya, South Africa, Australia, New Zealand, Ireland, Sweden, Brazil, Netherlands May/June
Electronic Engineering Association
(Contact: F. A. Sherry, Tel, 01-437 0678)

USA June
Machine Tool Trades Association
(Contact: H. E. Wallace, Tel. 01-402 6671)

Netherlands, Norway, Belgium, Saudi Arabia, Libya, Sweden, Nigeria, Brazil, Denmark, Egypt, India, Italy, Algeria, Indonesia, Greece June
Electronic Engineering Association
(Contact: F. A. Sherry, Tel. 01-437 0678)

Lebanon, Yugoslavia, Denmark, West Germany, France, Czechoslovakia, Italy, Sweden June
Electronic Engineering Association
(Contact: F. A. Sherry, Tel. 01-437 0678)

Malaysia, Russia, Venezuela, Poland, Italy, Spain, Iran, Finland, Germany, Netherlands June
Electronic Engineering Association
(Contact: F. A. Sherry, Tel. 01-437 0678)

Switzerland, Iran, Chile, Angola, Sudan, Nigeria, Portugal, Brazil, Libya, Niger, Algeria, Kenya June
Electronic Engineering Association
(Contact: F. A. Sherry, Tel. 01-437 0678)

Brazil June/July
British Chemical Engineering Contractors' Association
(Contact: BRIG. J. B. Birkett, Tel. 01-839 6514)

New Zealand June/July
Federation of British Hand Tool Manufacturers
(Contact: W. R. Eccles, Tel. 0742 663084)

Spain July
Machine Tool Trades Association
(Contact: H. E. Wallace, Tel. 01-402 6671)

China September
Society of British Aerospace Companies Ltd.
Contact: J. H. Hill, Tel. 01-839 3231)

South Africa September/October
Association of British Mining Equipment Exporters
(Contact: R. Buckley, Tel. 0742 21071)

Brazil November
British Textile Machinery Association
(Contact: E. H. Smallwood, Tel. 061-834 2991)

France Dates to be agreed
British Footwear Manufacturers Federation
(Contact: B. E. Wallis, Tel. 01-437 5573)

West Germany Dates to be agreed
Industrial Council for Educational Training and Technology
(Contact: Miss S. Down, Tel. 01-437 0678)

Russia Dates to be agreed
British Hospitals Export Council
(Contact: J. Harris, Tel. 01-262 2641)

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Sections 2—4

Trade fairs and exhibitions

Requests for information about trade fair costs and conditions should be made to the organisers or their United Kingdom agents. The Department of Trade's Fairs and Promotions Branch, 26 Old Bailey, London, EC4M 7HU will be pleased to answer general inquiries about events in Sections II-IV. The telephone number is 01-248 5757, extensions:

Cyprus, Greece, Irish Republic, Israel, Malta, Switzerland, Turkey	**7110**	**Bulgaria, China, East Germany, Czechoslovakia, Yugoslavia, Middle East, North Africa, Poland**	**689**
Bonn, Cologne, Dortmund, Dusseldorf, Essen and Hamburg, Netherlands (except Utrecht)	**225**	**Hungary, Iran, Romania, USSR**	**7121**
Other towns in Western Germany, Austria, Netherlands (Utrecht only)	**7180**	**Africa (other than North), America (Central and South)**	**505**
Denmark, Finland, Iceland, Norway, Sweden	**7220**	**Asia, Australia, New Zealand**	**7099**
France	**567**	**Canada, Caribbean, United States**	**7176**
Belgium, Italy, Luxembourg, Portugal, Spain	**7202**	**United Kingdom**	**7109**

No responsibility is taken for the standing of organisations or individuals mentioned in these lists nor dates etc. which may be subject to alteration.

* event held annually at approximately the time stated.
† event held in alternate years at approximately the time stated.

The events listed in Section 1 are NOT included in Sections 2 or 3.

Section 2

Trade fairs and exhibitions within Europe

General fairs

1974

BORDEAUX:
International Trade Fair—18-27 May 1974
Apply: Foire Internationale de Bordeaux, Parc des Expositions, 33—Bordeaux (Tel. 44 83 15).

SAARBRUCKEN:
International Saar Fair—April 1974
* Apply: Internationale Saarmesse, 66 Saarbrücken, Messegelände.

TRIESTE:
International Samples Fair—14-25 April 1974
* Apply: Italian Chamber of Commerce, 20 Savile Row, London, W.1 (Tel. 01-734 2411).

LILLE:
International Trade Fair—17-27 April 1974
Apply: Weiget Leygonie & Co. Ltd., 31/32 King Street, London, W.C.2 (Tel. 01-836 4825/9).

ZAGREB:
Consumer Goods Fair—22-28 April 1974
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
International Trade Fair (Foire de Paris)—27 April-12 May 1974
French Chamber of Commerce, 196 Sloane Street, London, S.W.1 (Tel. 01-235 2212).

GRAZ:
Spring Fair—29 April-7 May 1974
Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

BRUSSELS:
International Trade Fair—April-May 1974
* Apply: Belgian National Railways, P.O. Box 4BY, 167 Regent Street, London, W.1 (Tel. 01-734 1491).

VALENCIA:
International Samples Fair—6-16 May 1974
Apply: Feria Muestrario Internacional de Valencia, Llano del Real 2, Apartado 476, Valencia.

DUBLIN:
Spring Show and Industries Fair—7-11 May 1974
* Apply: R.D.S. Spring Show, Ballsbridge, Dublin (Tel. 680645).

BUDAPEST:
International Spring Fair (Capital Goods)—18-26 May 1974
Apply: Hungarian Trade Office for Fairs and Publicity, Budapest, Varosliget XIV.

BUCHAREST:
International Exhibition of Consumer Goods—May 1974
Apply: Publicom, Romanian International Publicity Agency, Boulevard N. Balcescu, Bucharest.

BOLOGNA:
International Trade Fair—20 May-4 June 1974
Apply: E. A. Per le Fiere di Bologna, Via Ciamician 4, 40127 Bologna.

PADUA:
International Fair—22 May-2 June 1974
* Apply: Fiera Internazionale di Padova, Via N. Tommaseo 59, 35100 Padua.

PADUA:
International Samples Fair—26 May-5 June 1974
* Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200 and 8235).

PALERMO:
International Mediterranean Fair—27 May-11 June 1974
Apply: Fiera del Mediterraneo Piazza Generale Cascino, Palerino.

BARCELONA:
International Samples Fair—1-7 June 1974
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London W1M 5AB (Tel. 01-486 1951).

BILBAO:
International Samples Fair—22 June-1 July 1974
Apply: Feria de Miestras Internacional del Bilbao—Fercio de Segona 2, Apartado 468, Bilbao.

MALTA:
International Trade Fair—July 1974
* Apply: The Malta Trade Fair Corporation, The Fairgrounds, Naxxar, Malta.

TAMPERE—FINLAND:
6th International Tampere Fair—2-11 August 1974
Apply: Tamprereen Messut oy Tampere Fair Ltd., Recreation Ground, 33530, Tampere 53, Finland (Tel. 931-58900).

STOCKHOLM:
St. Erik's International Fair—30 August-8 September 1974
Apply: G. P. Claringbold, Overseas Trade Show Agencies Ltd., 113-123 Upper Richmond Road, London SW15 2TL (Tel. 01-789 0901).

IZMIR:
International Trade Fair—August/September 1974
* Apply: British Chamber of Commerce of Turkey, 69 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

SALONIKA:
International Trade Fair—1-22 September 1974
* Apply: Foire Internationale de Thessaloniki, Salonika, Greece (Tel. 71 823).

STRASBOURG:
International Trade Fair—5-16 September 1974
Apply: M. le President, 9 rue Brulee, Strasbourg.

UTRECHT:
International Autumn Trade Fair—8-12 September 1974
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951)

MARSEILLES:
International Autumn Fair—19-30 September 1974
Apply: Frank L. Crane Ltd., Specialised Publications Division, 16-17 Bride Lane, London EC4Y 8EB (Tel. 01-583 0581).

AVEIRO:
International Fair—September 1974
Apply: Secretario-Geral, Feira Internacional de Aveiro, Comissao, Municipal de Turismo, Aveiro (Tel. 24081/5 and 23680).

BERLIN:
German Industries Exhibition—21-29 September 1974
* Apply: AMK Berlin GmbH, 1 Berlin 19, Messedamm 22.

ZAGREB:
International Autumn Fair—12-22 September 1974
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

COPENHAGEN:
Trade Fair—11-20 October 1974
Apply: Erhvervenes Udstillingsselskab Bella Centret A/S, Hvidkildevej 64, 2400 Copenhagen N.V. (Tel. (01) 340111).

VIENNA:
International Trade Fair (Autumn)—September 1974
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

METZ:
International Autumn Fair (Equipex)—28 September-2 October 1974
Apply: Mrs. M. C. Black, London Office of the Metz Fair, 6 Conduit Street, London W1R 9TG (Tel. 01-493 5256).

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GRAZ
Autumn Fair—October 1974
Apply: Office of the Austrian Foreign Trade Representative, † Hyde Park Gate, London SW7 (Tel. 01-584 6938).

ZAGREB:
New Year's Fair—16-29 December 1974
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1975

MARSEILLES:
International Spring Fair—March-April 1975
Apply: Frank L. Crane, Specialised Publications Division, 16/17 Bride Lane, London EC47 8EB (Tel. 01-583 0581).

UTRECHT:
International Spring Fair—March 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

VIENNA:
International Trade Fair (Spring)—March 1975
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

METZ:
International Spring Fair (Expometz)—March 1975
Apply: Mrs. M. C. Black, London Office of the Metz Fair, 6 Conduit Street, London W1R 9TG (Tel. 01-493 5256).

BRNO:
International Consumer Goods Fair—12-20 April 1975
* Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200 and 8235).

ZAGREB:
International Consumer Goods Fair—21-27 April 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
International Trade Fair (Foire de Paris)—April 1975
Apply: French Chamber of Commerce, 196 Sloane Street, London, S.W.1 (Tel. 01-235 2212).

LYON:
International Trade Fair—April 1975
Apply: Exhibitions and Trade Fairs International Ltd., 943a Brighton Road, Purley, Surrey (Tel. 01-668 2467).

GRAZ:
Spring Fair—April/May 1975
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

BORDEAUX:
International Trade Fair—May 1975
Apply: M. Moliner, Directeur, Grand Parc, 33030 Bordeaux, Cedex (Tel. 50 93 15).

BUCHAREST:
International Consumer Goods Fair (TIBCO)—11-18 May 1975
Apply: Publicom, Romanian International Agency, Boulevard N. Balescu, Bucharest, Romania.

LILLE:
International Trade Fair—May 1975
Apply: Weiget Leygonie & Co. Ltd., 31/32 King Street, London, W.C.2 (Tel. 01-836 4825/9).

DUBLIN:
Spring Show and Industries Fair—May 1975
* Apply: R.D.S. Spring Show, Ballsbridge, Dublin Tel. 680645).

VALENCIA:
International Samples Fair—May 1975
* Apply: Feria Muestrario, Internacional de Valencia, Llano del Real 2, Apartado 476, Valencia.

PADUA:
International Samples Fair—May-June 1975
* Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200 and 8235).

PADUA:
International Fair—May-June 1975
* Apply: Fiera Internazionale di Padova, via N. Tommaseo 59, 35100 Padua.

BOLOGNA:
International Trade Fair—June 1975
Apply: E.A. Per le Fiere di Bologna, via Ciamician 4, 40127 Bologna.

BILBAO:
International Samples Fair—July 1975
* Apply: Feria de Muestras, Apartado 468, Bilbao.

MALTA:
International Trade Fair—July 1975
* Apply: The Malta Trade Fair Corporation, The Fair Grounds, Naxxar, Malta.

SALONIKA:
International Trade Fair—31 August-21 September 1975
* Apply: Foire Internationale de Thessaloniki, Salonika, Greece (Tel. 71 823).

MALMÖ:
Scania Trade Fair—August 1975
Apply: Stiftelsen Skanemassen, Stadiomgaten 25, Box 19015, S-200 73, Malmö 19, Sweden (Tel. 040/800 30).

IZMIR:
International Trade Fair—August-September 1975
* Apply: British Chamber of Commerce of Turkey, 69 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

ZAGREB:
International Autumn Fair—5-14 September 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

STRASBOURG:
International Trade Fair—September 1975
Apply: M. le President, 9 rue Brules, Strasbourg.

UTRECHT:
International Autumn Trade Fair—September 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

VIENNA:
International Trade Fair (Autumn)—September 1975
Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

BERLIN:
German Industries Exhibition—September 1975
* Apply: AMK Berlin GmbH, 1 Berlin 19, Messedamm 22.

MARSEILLES:
International Autumn Fair—September 1975
Apply: Frank L. Crane Ltd., Specialised Publications Division, 16/17 Bride Lane, London EC4Y 8EB (Tel. 01-583 0581).

METZ:
International Autumn Fair (Equipex)—September 1975
Apply: Mrs. C. Black, London Office of the Metz Fair, 6 Conduit Street, London W1R 9TG (Tel. 01-493 5256).

GRAZ:
Autumn Fair—October 1975
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

ZAGREB:
New Year's Fair—16-29 December 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

DIEPPE:
Franco-British Trade Fair—1975
Apply: Federation of Sussex Industries, Seven Dials Corner, Brighton, Sussex.

1976

MARSEILLES:
International Spring Fair—March 1976
Apply: Frank L. Crane Ltd., Specialised Publications Division, 16/17 Bride Lane, London EC4Y 8EB (Tel. 01-583 0581)

GRAZ:
Spring Fair—1976
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

VIENNA:
International Trade Fair (Spring)—1976
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

SAARBRUCKEN:
Internataional Saar Fair—April 1976
* Apply: Internationale Saarmesse, 66 Saarbrücken, Messegelände.

LYON:
International Trade Fair—April 1976
Apply: Exhibitions and Trade Fairs International Ltd., 943a Brighton Road, Purley, Surrey (Tel. 01-668 2467).

DUBLIN:
Spring Show and Industries Fair—May 1976
* Apply: R.D.S. Spring Show, Ballsbridge, Dublin (Tel. 680645).

VALENCIA:
International Samples Fair—May 1976
* Apply: Feria Muestrario, Internacional de Valencia, Llano del Real 2, Apartado 476, Valencia, Spain.

METZ:
International Trade Fair (Expometz)—1976
Apply: Mrs. C. Black, London Office of the Metz Fair, 6 Conduit Street, London W1R 9TG (Tel. 01-493 5256).

BORDEAUX:
International Trade Fair—May 1976
Apply: Foire Internationale de Bordeaux, Parc des Exposition, 33 Bordeaux (Tel. 44 83 15).

LILLE:
International Trade Fair—May 1976
Apply: Weiget Leygonie & Co. Ltd., 31/32 Kings Street, London, W.C.2 (Tel. 01-836 4825/9).

PARIS:
International Trade Fair (Foire de Paris)—May 1976
Apply: French Chamber of Commerce, 196 Sloane Street, London, S.W.1 (Tel. 01-235 2212).

MALTA:
International Trade Fair—July 1976
* Apply: The Malta Trade Fair Corporation, The Fair Grounds, Naxxar, Malta.

BILBAO:
International Samples Fair—July 1976
* Apply: Feria de Muestras, Apartado 468, Bilbao, Spain.

IZMIR:
International Trade Fair—August/September 1976
Apply: British Chamber of Commerce of Turkey, 69 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

SALONIKA:
International Trade Fair—September 1976
* Apply: Foire Internationale de Thessaloniki, Salonika, Greece (Tel. 71 823).

METZ:
International Autumn Fair (Equipex)—1976
Apply: Mrs. C. Black, London Office of the Metz Fair, 6 Conduit Street, London W1R 9TG (Tel. 01-493 5256).

STRASBOURG:
International Trade Fair—September 1976
Apply: M. le President, 9 Rue Brulee, Strasbourg.

BERLIN:
German Industries Exhibition—September 1976
* Apply: AMK Berlin GmbH, 1 Berlin 19, Messedamm 22.

VIENNA:
International Trade Fair (Autumn)—1976
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

MARSEILLES:
International Autumn Fair—September 1976
Apply: Frank L Crane, Specialised Publications Division, 16/17 Bride Lane, London EC4Y 8EB (Tel. 01-583 0581).

Agriculture, forestry, fishing and agricultural machinery

1974

ZAGREB:
International Furniture and Timber Industry Fair—22-28 April 1974
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

AMSTERDAM:
Intervissport '74—3-6 May 1974
Apply: John Daniels, 84 Chancery Lane, London, W.C.2.

NOVI SAD:
41st International Agricultural Fair—10-19 May 1974
Apply: Novosadski Sajam, Novi Sad, Hajduk, Veljkova 11.

JÖNKÖPING:
International Trade Fair for Agricultural and Horticulture (ELMIA)—6-13 June 1974
Apply: Exhibitions Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MOSCOW:
'Kormoproizvodstvo' '74 (concurrently with the 12th International Fodder Congress)—10-23 June 1974
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

MUNICH:
International Exposition of the Technology of Forestry and Forest Industries (Interforst)—20-26 June 1974
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

HERNING:
Agricultural Show—June 1974
Apply: Foreningen of Jydske Landcoforeninger, Sct Clemens Tory 6, DK-8000 AARHUS C., Denmark.

SANTAREM:
Ribatejo Agricultural Fair—June 1974
* Apply: Secretrio Feria, Nacional de Agricultura Feria, do Ribatejo.

KIEV:
Meat and Dairy Equipment (Myasomolmash)—30 July-9 August 1974
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

MOSCOW:
'Pochvovedeniye' (concurrently with the 10th International Congress on Soils)—8-20 August 1974
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

TRONDHEIM—NORWAY:
Nor Shipping 5th International Fisheries Fair—12-18 August 1974
Apply: The Norwegian Trade Fair, P.O. Box 130, Skøyen, Oslo (Tel. (02) 55 3790).

NOVI SAD:
International Autumn Fair (Agricultural)—21-29 September 1974
* Apply: Novosadski Sajam, Novi Sad, Hajduk Veljkova 11.

CREMONA:
Agricultural Fairs—September 1974
Apply: Ente Automono Manifestazioni—Fieristiche di Cremona, Via Solferino 33, 26100 Cremona.

STUTTGART:
87th Agricultural Show—28 September-6 October 1974
Apply: C.E.S. (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

ST. GALLEN:
Agricultural and Dairy Show (OLMA)—October 1974
* Apply: Swiss Embassy, 77/81 Gloucester Place, London, W.1 (Tel. 01-723 0701).

1975

BERLIN:
International Green Week—January-February 1975
* Apply: AMK Berlin GmbH, 1 Berlin 19, Messedamm 22.

VERONA:
International Agricultural Fair—March 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZAGREB:
3rd International Furniture and Timber Industry Fair—21-27 April 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZARAGOZA:
International Agricultural Machinery Fair (FIMA)—April 1975
* Apply: Director-General de la Feria, Palacio Ferial (Gran Via), Zaragoza.

DORTMUND:
International Poultry and Pig Exhibition—May 1975
Apply: Ausstellungsleitung Westfallenhalle GmbH, 6400 Dortmund, Rheinlanddamm 200, Postfach 1130.

SANTAREM:
Ribatejo Agricultural Fair—June 1975
* Apply: Secretario Feria Macional de Agricultura, Feria do Ribatejo.

CREMONA:
Agricultural Fair—September 1975
* Apply: Ente Autonomo Manifestazioni Fieristiche di Cremona, Via Solferino 33, 26100 Cremona.

ST. GALLEN:
Agricultural and Dairy Show (OLMA)—October 1975
* Apply: Swiss Embassy, 77/81 Gloucester Place, London, W.1 (Tel. 01-723 0701).

1976

BERLIN:
International Green Week—January-February 1976
* Apply: AMK Berlin GmbH, 1 Berlin 19, Messedamm 22.

ZARAGOZA:
International Agricultural Machinery Fair (FIMA)—April 1976
* Apply: Director-General de la Feria Palacio Ferial (Gran Via), Zaragoza.

ST. GALLEN:
Agricultural and Dairy Show (OLMA)—October 1976
* Apply: Swiss Embassy, 77/81 Gloucester Place, London, W.1 (Tel. 01-723 0701).

Aircraft and aeronautical equipment

1974

GENEVA:
International Airport Construction and Equipment Exhibition—18-21 June 1974
Apply: International Airport Exhibitions, 66/72 Victoria Street, St. Albans, Herts. (Tel. 56 63213).

TURIN:
International Aerospace Show—June 1974
Apply: International Committee of Airport Systems, 12 Kendrick Mews, Kendrick Place, London, S.W.7 (Tel. Knightsbridge 7512).

1975

TOULOUSE:
Aeronautical and Space Exhibition—June 1975
Apply: M. Mar-Degan, Commissaire General, 11 Bd. des Recollets, 31070 Toulouse (Tel. 52 78 40).

1976

GENEVA:
International Airport Construction and Equipment Exhibition—June 1976
Apply: International Airport Exhibitions, 66/72 Victoria Street, St. Albans, Herts. (Tel. 56 63213).

Books and periodicals

1974

NICE:
International Book Festival—4-9 May 1974
Apply: General Commissariat and Administrative Services, 4 Boulevard Carabcel, 06 Nice.

BELGRADE:
19th International Book Fair—28 October-3 November 1974
* Apply: Belgrade International Trade Fair, 11000 Belgrade, Bulevar, Vojvode Misica 14, P.O.B. 408.

1975

NICE:
International Book Festival—May 1975
Apply: General Commissariat and Administrative Services, 4 Boulevard Carabcel, 06 Nice.

1976

NICE:
International Book Exhibition—May 1976
Apply: General Commissariat and Administrative Services, 4 Boulevard Carabcel, 06 Nice.

Building, public works and construction

1974

ZAGREB:
7th International Building Fair—22-28 April 1974
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
International Building and Public Works Materials and Equipment Exhibition (Expomat)—9-15 May 1974
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

BELGRADE:
International Fair (Building Fair '74)—13-19 May 1974
Apply: Belgrade International Trade Fair, 11000 Belgrade, Bulevar Vojvode Miscia 14, P.O.B. 408.

LUXEMBOURG:
1st International Road Construction and Maintenance Exhibition—1-5 October 1974
Apply: Mr. R. Seager, Mack-Brooks Exhibitions Ltd., 62-64 Victoria Street, St. Albans, Herts AL1 3XT (Tel. 56 63213).

MALMÖ:
Clean Expo—International Trade Fair for Cleaning and Flooring in Conjunction with Conference—6-9 October 1974
Apply: Stiftelsen Skanemassan, Stadiongattan 25, Box 19015, S-200 73, Malmö 19, Sweden (Tel. 040/800 30).

1975

INNSBRUCK:
International Building Trade Fair (I-BAU)—7-11 May 1975
Apply: Osterreichisches Bauzentrum Fürstengasse 1, 1090 Wien (Tel. 3475 04/83, FS 07/5338).

COLOGNE:
Meeting of the central association for the German roofers trade with a special 'Roof and wall' display—8-11 May 1975
Apply: H. E. Melsom, MBE, Lufthansa House, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 1436).

MUNICH:
International Sewage and Refuse Engineering Exhibition (IFAT)—6-12 June 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1976

PARIS:
International Building and Public Works Materials and Equipment Exhibition (Expomat)—May 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

Chemicals and allied industries, including plastics

1974

MUNICH:
4th International Trade Exhibition and Congress for Bio-chemical Analysis (Analytica)—23-26 April 1974
† Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BELGRADE:
9th International Fair of Chemical Industries—13-19 May 1974
Apply: Belgrade International Trade Fair, 11000 Belgrade, Bulevar Vojvode Misica 14, P.O.B. 408.

BRATISLAVIA:
International Chemical Exhibition (Incheba)—22-28 June 1974
Apply: Director of the Exhibition, P.O. Box 197, Bratislavia.

BUCHAREST:
International Exhibition of Catalysts and Ion Exchangers—24-28 June 1974
Apply: Publicom, Romanian International Agency, Boulevard N. Balescu, Bucharest, Romania.

BRUSSELS:
International Exhibition Chemistry, Chemical Engineering and Laboratories—27 June-3 July 1974
Apply: Brussels International Fair, Palais du Centenaire, B1020 Brussels.

GOTHENBURG:
'Scancorr '74' 4th International Corrosion and Surface Protection Fair—6-10 November 1974
Apply: Svenska Massan, Skanegatan 26, S-412 51, Gothenburg, Sweden (Tel. (031) 20 0000).

SARAJEVO:
Plastic Products Fair—8-15 November 1974
Apply: Director General, Ljobo Kojo Skenderija Ulica M. Sokolovica, bb 71000, Sarajevo.

OSLO:
Chemical Engineering '74—20-26 November 1974
Apply: The Norwegian Trade Fair, P.O. Box 130, Skøyen, Oslo 2.

1975

ZAGREB:
7th International Plastics Fair (Plastex)—21-27 April 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

UTRECHT:
International Exhibition of Machinery and Equipment for Chemicals, Foodstuffs and Food and Drink Industries (Machevo)—22-29 October 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Clothing

1974

BERLIN:
Fashion Week (including Interchic)—6-10 April 1974
* Apply: Industrie-und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

DUSSELDORF:
International Fashion Trade Fair (Igedo)—21-25 April 1974
Apply: John Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

LJUBLJANA:
'Setex '74'—28-30 May 1974
* Apply: Gospodarsko Razstavisce, Titova C50, P.O. Box 413, 61001 Ljubljana, Yugoslavia (Tel. 061 311 022).

WIESBADEN:
International Millinery Trade Fair (Interhut)—June 1974
* Apply: Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

AMSTERDAM:
Men's Fashion Trade Fair—1-3 September 1974
Apply: RAI Gebouw N.V., Europarein, Amsterdam.

PARIS:
Children's Fashion Show (Salon de la Mode Enfantine)—14-17 September 1974
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

LISBON:
International Clothing and Footwear Exhibition ('Filmoda')—18-22 September 1974
Apply: Feira Internacional de Lisboa, Praca das Industrias-Lisboa 3.

TURIN:
International Fashion Trade Fair (Samia)—6-9 September 1974
* Apply: Mrs. R. Stewart, 2 Woodlands, Roundwood Road, Baildon, Yorks Tel. 0274 56851.

HAMBURG:
Fashion Fair—5-7 October 1974
Apply: Planten un Blomen, Hamburg GmbH & Co., Jungiustrasse 2, Hamburg 36.

STUTTGART:
Shoe Sampling Exhibition—6-7 October 1974
Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

BELGRADE:
15th International Fashion Fair ('Fashion in the World')—7-13 October 1974
* Apply: Belgrade International Trade Fair, 11000 Belgrade Bulevar Vojvode Misica 14, P.O.B. 408.

BERLIN:
Fashion Week (including Interchic)—October 1974
* Apply: Industrie-und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

VIENNA:
Ladies' Fashion Show—October 1974
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

AMSTERDAM:
International Ladies' Readymade Garments Trade Fair (Intercontex)—3-5 November 1974
Apply: RAI Gebouw N.V., Europaplien, Amsterdam.

WIESBADEN:
International Millinery Trade Fair (Interhut)—November 1974
* Apply: Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

1975

COPENHAGEN:
8th Scandinavian Menswear Fair—16-18 February 1975
Apply: Erhvervenes Udstillingsselskab, Bella Centret A/S, Hvidkildevej 64, 2400 Copenhagen NV (Tel. (01) 34 0111).

TURIN:
International Fashion Trade Fair (Samia)—February 1975
* Apply: Mrs. R. Stewart, 2 Woodlands, Roundwood Road, Baildon, Yorks (Tel. 0274 56851).

PARIS:
Children's Fashion Show (Salon de la Enfantine)—February 1975
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

COPENHAGEN:
19th Scandinavian Fashion Week (Ladies' Wear)—16-19 March 1975
Apply: Erhvervenes Udstillingsselskab, Bella Centret A/S, Hvidkildevej 64, 2400 Copenhagen NV (Tel. (01) 34 01 11).

MILAN:
Fur Fair (Comis Pel)—March 1975
* Apply: Comis Piazzale Cadorna 15-20123, Milan.

VIENNA:
Ladies' Fashion Show—April 1975
*Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

AMSTERDAM:
International Ladies' Readymade Garments Trade Fair (Intercontex)—April 1975
Apply: RAI, Gebouw N.V. Europaplien, Amsterdam.

BERLIN:
Fashion Week (including Interchic)—April 1975
*Apply: Industrie-und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

PARIS:
International Exhibition of Women's Ready to Wear Clothing—April 1975
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

WIESBADEN:
International Millinery Trade Fair (Interhut)—June 1975
*Apply: Internationale Hut-fachmesse fur Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

COPENHAGEN:
20th Scandinavian Fashion Week (Ladies' Wear)—14-17 September 1975
Apply: Erhvervenes Udstillingsselskab Bella Centret A/S Hvidkildevej 64, 2400 Copenhagen NV (Tel. (01) 340111).

BRUSSELS:
International Clothing Exhibition (Vestirama)—September 1975
* Apply: Textirama, Martelaarslaan 15, B9000 Gent.

TURIN:
International Fashion Trade Fair (Samia)—September 1975
* Apply: Mrs. R. Stewart, 2 Woodlands Roundwood Road, Baildon, Yorkshire (Tel. 0274 56851)

PARIS:
European Menswear Exhibition—September 1975
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
Children's Fashion Show (Salon de la Enfantine)—September 1975
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

CANNES:
International Festival of Ready to Wear Clothing—9-13 October 1975
Apply: Societe CHARM SA, Les Residences du Grand Hotel, 45 la Croisette, 06 Cannes (Tel. 38 78 24).

BERLIN:
Fashion Week (Including Interchic)—October 1975
* Apply: Industrie-und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

VIENNA:
Ladies' Fashion Show—October 1975
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

PARIS:
International Exhibition of Women's Ready-to-Wear (Pret-a-Porter)—October 1975
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

WIESBADEN:
International Millinery Trade Fair (Interhut)—November 1975
* Apply: International Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstresse 64.

1976

PARIS:
Children's Fashion Show (Salon de la Mode Enfantine)—February 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Exhibition of Women's Ready-to-Wear (Pret-a-Porter)—March-April 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

WIESBADEN:
International Millinery Trade Fair (Interhut)—June 1976
* Apply: Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

PARIS:
Children's Fashion Show (Salon de la Mode Enfantine)—September 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
European Menswear Exhibition—September 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Exhibition of Women's Ready-to-Wear Clothing (Pret-a-Porter)—October 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

WIESBADEN:
Internationale Millinery Trade Fair (Interhut)—November 1976
* Apply: Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

Display and shop equipment

1974

ZAGREB:
International Exhibition of Tourism and the Hotel, Catering and Shop Equipment (TU-EX '74)—18-23 November 1974
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1975

ZAGREB:
7th International Exhibition of Tourism and Catering and Shop Equipment (TU-EX)—17-22 November 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
International Shopfitting and Trade Equipment Exhibition (Equipmag)—November 1975
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

Engineering, electrical and electronic, including radio and television

1974

BUCHAREST:
International Exhibition of Electrical Household Equipment, Apparatus, Machinery and Appliances—10-14 June 1974
Apply: Publicom, Romanian International Agency, Boulevard N. Balescu, Bucharest, Romania.

DUSSELDORF:
International Hi-Fi Exhibition—August 1974
Apply: John Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

AMSTERDAM:
International Radio and Television Exhibition (Firato)—29 August-8 September 1974
† Apply: RAI Gebouw N.V., Europaplien, Amsterdam.

MILAN:
International Fair of Music and High Fidelity—5-9 September 1974
* Apply: Segreteria Generale, Via Vitruvio 38, 20124 Milan.

BUCHAREST:
International Exhibition of Electropneumatic Apparatus—15-20 September 1974
Apply: Publicom, Romanian International Agency, Boulevard N. Balescu, Bucharest, Romania.

CANNES:
Market for Videocassette Programmes and Equipment (Vidca)—16-22 September 1974
Apply: R. Buckle, 1 Lucerne Mews, London, W.8 (Tel. 01-727 7447).

BUCHAREST:
International Exhibition of Electronic, Measuring and Control Apparatus—23-27 September 1974
Apply: Publicom, Romanian International Agency, Boulevard N. Balescu, Bucharest, Romania.

BUDAPEST:
International Exhibition of Telephone Systems and Telecommunication Means (Intertel)—October 1974
Apply: Hungarian Trade Office for Fairs and Publicity, Budapest, Varosliget XIV.

BUCHAREST:
International Exhibition of Cables and Electric Conductors—19-22 November 1974
Apply: Publicom, Romanian International Agency, Boulevard N. Balescu, Bucharest, Romania.

OSLO:
Automatica '74—20-26 November 1974
Apply: The Norwegian Trade Fair, P.O. Box 130, Skøyen, Oslo 2.

1975

PARIS:
International Festival of Sound—February 1975
Apply: SDSA, 14 Rue de Presles, 75015 Paris (Tel. 273 2470).

ANTWERP:
International Exhibition of High Fidelity (Audiant '75)—February 1975
* Apply: P. van Deuren, Heidelaan 3, B-2458 Lint, Belgium.

MOSCOW:
Communications Equipment Systems—May-June 1975
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

MILAN:
International Fair of Music and High Fidelity—September 1975
* Apply: Segreteria Generale, Via Vitruvio 38, 20124 Milan.

COPENHAGEN:
Radio-TV '75 (50th Anniversary Exhibition)—5-14 September 1975
Apply: Erhvervenes Udstillingsselskab Bella Centret A/S, Hvidkildevej 64, 2400 Copenhagen N.V. (Tel. (01) 340111).

CANNES:
Market for Videocassette Programmes and Equipment (Vidca)—September 1975
Apply: R. Buckle, 1 Lucerne Mews, London, W.8 (Tel. 01-727 7447).

COPENHAGEN:
Elektronik '75—3-9 October 1975
Apply: Erhvervenes Udstillingsselskab Bella Centret A/S, Hvidkildevej 64, 2400 Copenhagen N.V. (Tel. (01) 340111).

BRUSSELS:
International Electricity Fair (Interelectronic)—November 1975
Apply: FAIR, Avenue Moliere 74, 1180 Brussels.

PARIS:
International Audio-Visual Exhibition—April 1975
Apply: M. Boissinot, Societe pour le Diffusion des Sciences et des Atrrs (SDSA), 14 rue de Presles, 75015 Paris.

Engineering, other

1974

PARIS:
French Machine Tool and Mechanical Factory Equipment Exhibition—18-26 April 1974
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

UTRECHT:
2nd Exhibition for the Subcontracting Industries (VAT '74)—13-18 May 1974
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BELGRADE:
4th International Show of Foundry Trade—13-19 May 1974
Apply: Belgrade International Trade Fair, 11000 Belgrade Bulevar, Vojvode Misica 14, P.O.B. 408.

BELGRADE:
18th International Technical Fair—13-19 May 1974
Apply: Belgrade International Trade Fair, 11000 Belgrade Bulevar, Vojvode Misica 14, P.O.B. 408.

ZAGREB:
6th International Welding Fair—20-25 May 1974
† Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

DUSSELDORF:
International Trade Fair for Industrial Furnaces and Thermic Production Processes with Congress (Thermprocess '74)—28 May-13 June 1974
Apply: John Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

PADUA:
International Exhibition of Mechanical Handling, Storage and Distribution (Tramag)—1-5 October 1974
* Apply: Fiera Internazionale di Padova, Via N. Tommaseo 59, 35100 Padua.

STUTTGART:
Fameta '74—2nd Trade Exhibition of Metal Working Machinery—16-21 October 1974
Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

ZURICH:
International Hydraulics and Pneumatics Exhibition—28 October-2 November 1974
† Apply: Trade and Technical Press Ltd., Crown House, Morden, Surrey (Tel. 01-540 3897).

BUCHAREST:
International Specialised Exhibition of Pumps—11-15 November 1974
Apply: Publicom, Romanian International Agency, Boulevard N. Balescu, Bucharest, Romania.

TORONTO:
Canadian Computer Show—12-14 November 1974
Apply: Mr. B. A. Tibb, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto, Ontario M5W 1A7.

COPENHAGEN:
International Fair for Tools and Machine Tools (Intertool)—19-24 November 1974
Apply: Erhvervenes Udstillingsselskab Bella-Centret A/S, Hvidkildevej 64, 2400 Copenhagen N.V.

GOTHENBURG:
International Pneumatics and Hydraulics Fair (Scanautomatic)—22-27 November 1974
Apply: Svenska Massan Skanegaten 26, S41251, Goteborg, Sweden (Tel. (031) 0220 0000).

1975

ZURICH:
International Trade Fair for High Precision Techniques, Dimensional Measurement and Control (Microtecnic)—January 1975
Apply: AGIFA, Postfach 257, 8033 Zurich.

BRNO:
International Engineering Fair—10-18 September 1975
* Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200 and 8235).

PADUA:
International Exhibition of Mechanical Handling, Storage and Distribution (Tramag)—October 1975
* Apply: Fiera Internazionale di Padova, Via N. Tommaseo 59, 35100 Padua.

UTRECHT:
International Exhibition of Machinery and Equipment for the Chemical Foodstuffs and Food and Drink Industries (Machevo)—22-29 October 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZAGREB:
3rd International Biennial Fair of Machine Tools (BIAM)—27 October-1 November 1975
† Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BRNO:
International Welding Engineering Exhibition—23-30 November 1975
† Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200 and 8235).

1976

PARIS:
French Machine Tool and Mechanical Factory Equipment Exhibition—April 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Woodworking Machinery Exhibition (Expobois)—April 1976
Apply: Pierre Maret, Secretaire General du Comite des Expositions de Paris, 7 Rue Copernic, 75016 Paris (Tel. 553 86 30).

STOCKHOLM:
International Technical Fair—October 1975
Apply: AB St. Eriks Mässan, S-106 80, Stockholm, Sweden (Tel. 08/99 01 00).

Foodstuffs, food machinery, hotel and catering equipment

1974

ZAGREB:
14th International Food Fair—22-28 April 1974
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
International Exhibition of Confectionery Chocolate and Biscuits (Intersuc)—27-30 April 1974
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

UTRECHT:
5th International Feed Milling Machinery Exhibition (Victam)—30 April-4 May 1974
Apply: Newlands Press, Birklands Lane, St. Albans, Herts. (Tel. St. Albans 66696).

PARMA:
International Supermarkets Exhibition—April 1974
Apply: Foire Internationale des Supermarkets, Parce Ducale, 43100 Parma.

KIEV:
Exhibition of Meat and Dairy Equipment Exhibition (Myasomolmash)—30 July-9 August 1974
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

LJUBLJANA:
'Vina '74'—30 August-8 September 1974
* Apply: Gospodarsko Razstavisce, Titova C50, P.O. Box 413, 61001 Ljubljana, Yugoslavia (Tel. 061 311 022).

BERLIN:
Trade Fair for Communal Catering (Multiserva)—8-11 September 1974
Apply: AMK Berlin GmbH, 1 Berlin 19, Messedamm 22.

AMSTERDAM:
National Trade Fair for Retail Spirit Dealers—15-16 September 1974
Apply: RAI Gebouw N.V., Europaplien, Amsterdam.

BRUSSELS:
Food and Home Exhibition—October 1974
* Apply: Simpa, Boulevard du Jairdine Botanique 29-31, B1000 Brussels.

BUDAPEST:
The Inter-European Food Machinery Processing and Packaging Exhibition (Fudfak '74)—8-14 October 1974
Apply: Hungarian Trade Office for Fairs and Publicity, Varosliget, Budapest XIV.

SARAJEVO:
International Fair of Plum Brandy, Spirits and Non-alcoholic Drinks—12-17 October 1974
Apply: Director-General, Ljobo Kojo Skenderija Ulica M, Sokolovica, bb 71000, Sarajevo.

LISBON:
International Exhibition of Hotel and Catering Equipment (Filhotel)—11-17 November 1974
Apply: Feira Internacional de Lisboa, Praca des Industrias, Lisboa 3.

DUSSELDORF:
International Hotel and Restaurant Trade Fair—16-21 November 1974
Apply: John Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

ZAGREB:
International Exhibition of Tourism and the Hotel, Catering and Shop Equipment (TU-EX '74)—18-25 November 1974
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951)

1975

BRUSSELS:
International Chocolate Biscuit and Confectionery Exhibition—January 1975
* Apply: M. J. Deschoenmacker, Sogestor SPRL, Rue Duquesnoy 14, B1000 Brussels.

BRUSSELS:
European Bakery Exhibition (Euroba '75)—February 1975
Apply: Brussels International Fair, Palais du Centenaire, Brussels 2.

BRNO:
International Food Saloon (Salima)—25 February-2 March 1975
* Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200 and 8235).

ZAGREB:
15th International Food Fair—21-27 April 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
International Exhibition of Confectionery Chocolate and Biscuits—April 1975
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

BOLOGNA:
International Foodstuffs Exhibition—May 1975
Apply: E.A. Per le Fiere di Bologna, Via Ciamician 4, 40127 Bologna.

STUTTGART:
International Viticulture Exhibition with 49th German Winemakers' Congress—September 1975
Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

PARIS:
International Hotel and Catering Equipment Exhibition (Equip-Hotel)—October 1975
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

MALMÖ:
Resta VII—International Hotel, Restaurant and Catering Fair—October 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

UTRECHT:
International Exhibition of Machinery and Equipment for Chemicals, Foodstuffs and Food and Drink Industries (Machevo)—22-29 October 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BRUSSELS:
Food and Home Exhibition—October 1975
* Apply: Simpa, Boulevard du Jardine, Botanique 29-31, B1000 Brussels.

BRNO:
International Catering Exhibition (Inteco)—26 October-2 November 1975
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200 and 8235).

ZAGREB:
7th International Exhibition of Tourism and Catering and Shop Equipment ('Tu-Ex')—17-22 November 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1976

BRUSSELS:
International Chocolate Biscuit and Confectionery Exhibition—January 1976
* Apply: M. J. Deschoenmacker, Sogestor SPRL, Rue Duquesnoy 14, B1000, Brussels.

PARIS:
International Exhibition of Confectionery Chocolate and Biscuits (Intersuc)—April 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Hotel and Catering Equipment Exhibition (Equip 'Hotel)—October 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Food Exhibition (SIAL)—November 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Exhibition for the Malt and Beer Industries—November 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

Footwear

1975

ZAGREB:
24th International Leather and Footwear Week—24 February-1 March 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BASLE:
International Shoe Materials and Machinery Exhibition—10-14 June 1975
Apply: Mack Brooks Exhibition Ltd., 62-64 Victoria Street, St. Albans, Herts, AI1 3XT (Tel. St. Albans 63213).

MILAN:
International Shoe and Leather Show (Micam)—August-September 1975
* Apply: Via Correggio 3, 20149 Milan (Tel. 469 7144).

Furniture, furnishings, household equipment and hardware

1974

AMSTERDAM:
International Household Fair—19-28 April 1974
Apply: RAI Gebouw N.V. Europaplien, Amsterdam.

ZAGREB:
International Furniture and Timber Industry Fair—22-28 April 1974
Apply: Exhibition Consultants Ltd. 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

LJUBLJANA:
International Furniture Show—10-15 June 1974
* Apply: Gospodarsko Razstavisce, Titova C 50, P.O. Box 413, 61001 Ljubljana, Yugoslavia (Tel. 061 311 022).

HAMBURG:
Modern Family Exhibition—16-25 August 1974
* Apply: Planten un Blomen, Hamburg GmbH & Co., Jungiusstrasse, Hamburg 36.

BASLE:
International Hardware Fair (Interferex)—1-3 September 1974
† Apply: Interferex AG Talstrasse 66, 8001 Zurich.

ST. GALLEN:
International Furniture Fair (Intermoebel)—31 August-3 September 1974
Apply: Intexpo St. Gallen Society for International Fairs and Exhibitions, CH 9004 St. Gallen, Switzerland (Tel. 071/24 8589).

BRUSSELS:
International Hardware Fair—October 1974
* Apply: Sogestor, Rue Duquesnoy 14, B1000 Brussels.

GENEVA:
Ideal Home Exhibition (Arts Menagers)—October-November 1974
* Apply: Secretariat Salon des Art Menagers, 18 Quai de L'Ecole de Medicine, 1211 Geneva 4.

BELGRADE:
12th International Fair of Furniture, Equipment and Interior Decoration—18-24 November 1974
* Apply: Belgrade International Trade Fair, 11000 Belgrade, Bulevar Vojvode Misica 14, P.O.B. 408.

BRUSSELS:
International Furniture Fair—November 1974
* Apply: Salon Internacienal du Meuble, Rue de L'Association 15, B1000, Brussels.

1975

ZAGREB:
3rd International Furniture and Timber Industry Fair—21-27 April 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
Materials and Items to be used for the Manufacture of Furniture, Chairs and Bedding (Approfal)—April 1975
Apply: Comite des Expositions, 7 Rue Copernic, 75016 Paris (Tel. 704 20 71. 553 86 30).

BRUSSELS:
International Household Comfort Fair—April-May 1975
* Apply: Foire Internacionale De Bruxelles, Palais Du Centenaire, B.1020 Brussels.

PARIS:
Materials and Items to be used for the Manufacture of Furniture, Chairs and Bedding (Approfal)—May 1976
Apply: Commissariat General, Comite des Expositions, 7 Rue Copernic, 75782 Paris, Cedex 16 (Tel. 553 86 30).

MILAN:
International Household Goods and Hardware Exhibition (Macef)—September 1975
* Apply: Macef, General Secretariat, Via Solferino 25, Milan.

BRUSSELS:
International Hardware Fair—6-9 October 1975
* Apply: R. Wilson, Esq., Norman F. Keenan and Associates, Crown House, Morden, Surrey (Tel: 01-540 1101).

BRUSSELS:
International Furniture Fair—November 1975
* Apply: Salon Internacional du Meuble, Rue de l'Association 15, B1000 Brussels.

LYON:
International Hardware Fair—1975
Apply: Exhibitions and Trade Fairs (Overseas) Ltd., 943a Brighton Road, Purley, Surrey (Tel. 01-668 2467/8).

1976

PARIS:
International Art of Homemaking Exhibition (Arts Menagers)—February-March 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Hardware Exhibition—September 1976
Apply: Societe Sepaic, 42 Rue du Louvre, 75001 Paris.

LYONS:
International Furniture and Furnishing Accessories Exhibition (Meuropam and Promeuropam)—October 1976
Apply: Exhibition and Trade Fairs (Overseas) Ltd., 943a Brighton Road, Purley, Surrey (Tel. 01-668 2467/8).

Handicrafts

1974

FLORENCE:
International Handicraft Fair—April-May 1974
* Apply: Mostra Mercalo Nazionale, Del Artiquanto, Piazza Della Liberta 1, Florence.

HERNING—DENMARK:
HI-'74 Handicrafts and Industrial Fair—31 August-8 September 1974
Apply: A/S Herning Hallen, 7400 Herning (Tel. (07) 126000).

SUBOTICA:
17th International Fair for Skilled and Folk Handicrafts—5-12 October 1974
Apply: Director-General, Karle Segec, Subotицki Sajam Sep Ferenca 3, 24000 Subotica.

PARIS:
Do-it-Yourself Exhibition—31 October-11 November 1974
Apply: M. Guy Devos, Salon du Bricolage, 42 Rue du Louvre, 75001 Paris.

1975

ZAGREB:
17th International Crafts Fair—21-27 April 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

FLORENCE:
International Handicraft Fair—April-May 1975
* Apply: Mostra Mercalo Nazionale, Del Artigianio, Piazza Della Liberta 1, Florence.

MUNICH:
International Light Industries and Handicrafts Fair—Spring 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MALMÖ:
Handicraft Exhibition—17 May-15 June 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

HERNING—DENMARK:
HI-'75 Hanidcrafts and Industrial Fair—2-9 September 1975
Apply: A/S Herning Hallen, 740 Herning (Tel. (07) 126000).

PARIS:
Do-it-Yourself Exhibition (Bricolage)—November 1975
Apply: M. Devos, 42 Rue du Louvre, 75001 Paris (Tel. 231 40 31).

1976

MUNICH:
International Light Industries and Handicrafts Fair—Spring 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Heating and ventilating

1974

VIENNA:
Specialised Exhibition for Heating and Air-Conditioning Equipment and Sanitary Ware—May 1974
Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

1975

MILAN:
Exhibition and Congress for Heating, Ventilation, Refrigeration and Sanitary Engineering (Mostra Convegno)—March 1975
* Apply: Mostra Convegno, Via Fratelli Pressan 2, 20126 Milan.

ZAGREB:
3rd International Exhibition of Heating, Cooling and Air-conditioning (Interlima)—19-24 May 1975
† Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

LYON:
Industrial Heating Air Conditioning and Anti-Pollution (Expotherm)—May 1975
Apply: Exhibitions and Trade Fairs (Overseas) Ltd., 943a Brighton Road, Purley, Surrey Tel. 01-668 2467/8).

1976

ZURICH:
International Heating, Air-conditioning and Sanitation Exhibition—January-February 1976
Apply: Zuspa International Trade Fair, Thurgauerstr 7, 8050 Zurich (Tel. (051) 46 50 55).

PARIS:
International Heating and Air-conditioning Exhibition (Interclima)—June 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

Horticulture and horticultural equipment

1974

MALMÖ:
International Swedish Trade Fair with Horticultural and Flower Exhibition—16-25 August 1974
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W1. (Tel. 01-486 1951).

LJUBIJANA:
'Horticulture '74'—20-24 September 1974
* Apply: Gospodarsko Razstavisce, Titova, C.50, P.O. Box 413, 61001 Ljubljana, Yugoslavia (Tel. 061 311 022)

1975

BRUSSELS:
International Garden Show—February 1975
* Apply: Sogestor SPRL, Rue Duguesnoy 14, B1000 Brussels.

STUTTGART:
Amateur Gardeners' Exhibition (Dein Garten)—19-23 March 1975
† Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

MANNHEIM:
Federal Garden Show—18 April-19 October 1975
Apply: Bundesgartenschau Mannheim GmbH, 68 Mannheim 1, Gottlieb Daimler Strasse 14.

Hospital, medical, surgical and dental equipment

1974

ZURICH:
International Trade Fair for Hospital and Medical Equipment (IFAS)—23-27 April 1974
Apply: Arbeitsgemeinschaft für Fachmessen, Sekretariat, Hofackerstrasse 36, 8032 Zurich.

BERLIN:
International Pharmaceutical and Medico-Technical Exhibition—4-9 June 1974
* Apply: AMK Berlin GmbH, 1 Berlin 19, Messedamm 22.

COPENHAGEN:
Pharma-Nordica '74—9-12 June 1974
Apply: Erhvervenes Udstillingsselskab Bella Centret A/S, Hvidkildevej 64, 2400 Copenhagen N.V. (Tel. (01) 340111).

BELGRADE:
50th Congress of the European Orthodontic Society—2-6 July 1974
Apply: The British Dental Trade Association, 14 Clifford Street, London, W.1 (Tel. 01-493 0844).

HAMBURG:
Pharmeceutical Exhibition (Ipharmex)—12-15 September 1974
* Apply: Planten un Blomen, Hamburg GmbH & Co., Jungiusstrasse 2, Hamburg 36.

POLAND:
Exhibition of Surgical Equipment—26-28 September 1974
Apply: WPan mgr Z Hajduga, Woj. Osrodka Informacji N.T.I.E. Pocatowa 450, 40-955 Katowice 2, Poland.

PARIS:
International Dental Congress—13-18 November 1974
Apply: Secretariat General, 22 Avenue de Villiers, Paris 75017.

STOCKHOLM:
Medical Sciences Conference and Exhibition—27 November-1 December 1974
Apply: G. P. Claringbold, Overseas Trade Show Agencies Ltd., 113-123 Upper Richmond Road, London SW15 2TL (Tel. 01-789 0901).

1975

COPENHAGEN:
Scandinavian Dental Fair—3-5 January 1975
Apply: Erhvervenes Udstillingsselskab Bella Centret A/S, Hvidkildevej 64, 2400 Copenhagen N.V. (Tel. (01) 340111).

OYONNAX:
International Exhibition of Optical Materials—May 1975
Apply: M. Prestavoine, Hotel de Ville, 01 Oyonnax (Tel. 66 2826).

ZAGREB:
2nd International Fair of Laboratory Equipment (Interlabor)—16-22 June 1975
† Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1976

ZURICH:
International Trade Fair for Hospital and Medical Equipment (IFAS)—April 1976
Apply: Arbeitsgemeinschaft für Fachmessen, Sekretariat, Hofackerstrasse 36, 8032 Zurich.

PARIS:
International Dental Congress and Exhibition—November 1976
Apply: Jacques Charon, Secretariat General, 22 Avenue de Villiers, 75017 Paris (Tel. 924 85 32).

Jewellery and giftware

1974

MUNICH:
International Trade Fair for Watches, Jewellery and Silverware—27-30 April 1974
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

NAPLES:
International Gift Show (SIR)—May-June 1974
Apply: Salonisud—Ente Autonomo Mostra D'Oltremare —P. le V. Tecchio 51/b, 80125 Naples.

SUBOTICA:
International Jewellers' and Watchmakers' Fair—1-9 June 1974
Apply: Director-General, Karle Segac, Suboticki Sajam, Sep Ferenca 3, 24000 Subotica.

PARIS:
Exhibition of Art Manufacturers (Ateliers d'Art)—4-9 September 1974
Apply: M. Blin and Mme Beax, 45 Rue des Petites-Equries, 75010 Paris.

MILAN:
International Fancy Goods, Stationery and Giftwear Exhibition (Chi-Bi-Car)—6-10 September 1974
Apply: Via Mese Bianchi 41, 20149 Milan (Tel. 431.833).

PARIS:
Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca)—8-16 September 1974
Apply: Bijhorhca, 10 rue Charlot, 75003 Paris (Tel. 272 26 94).

1975

PARIS:
Jewellery Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca)—January 1975
Apply: M. M'edard de Chardon, 10 Rue Charlot, 75003 Paris (Tel. 272 26 94).

PARIS:
Exhibition of Art Manufacturers (Ateliers d'Art)—Jan 1975
Apply: M. Blin—Mme. Beaux, 45 Rue des Petites-Ecuries, 75010 Paris (Tel. 770.81.15).

MILAN:
International Francy Goods, Stationery and Giftwear Exhibition (Chi-Bi-Car)—February 1975
* Apply: EA Fiera Milano, Campionania Internazionale, Largo Domodossola 1, 20145 Milano.

PARIS:
International Exhibition of China, Glassware, Pottery, Silverware, Jewellery, Watches and Clocks (Sifbihor)—March 1975
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca)—September 1975
Apply: M. M'edard de Chardon, 10 Rue Charlot, 75003 Paris (Tel. 272 26 94).

PARIS:
Exhibition of Art Manufacturers (Ateliers d'Art)—September 1975
Apply: M. Blin—Mme. Beaux, 45 Rue des Petites-Ecuries, 75010 Paris (Tel. 770.81.15).

1976

PARIS:
Exhibition of Art Manufacturers (Ateliers d'Art)—January 1976
Apply: M. Blin and Mme. Beax, 45 Rue des Petites-Ecuries, 75010 Paris (Tel. 770.81.15).

PARIS:
International Exhibition China, Glassware, Pottery, Silverware, Jewellery, Watches and Clocks (Sifbihor)—March 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca)—September 1976
Apply: Bijorhca, 10 Rue Charlot, 75003 Paris (Tel. 272 26 94).

PARIS:
Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca)—January 1976
Apply: Bijorhca, 10 Rue Charlot, 75003 Paris (Tel. 272 26 94).

PARIS:
Exhibition of Art Manufacturers (Ateliers d'Art)—September 1976
Apply: M. Blin and Mme. Beax, 45 Rue des Petites-Ecuries, 75010 Paris (Tel. 770 81 15).

Leather, leather goods and fur

1974

KIEV:
USSR Exhibition of Equipment for Processing Hides and for the Production of Leather Goods—12-21 June 1974
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

1975

BRUSSELS:
International Leather Goods Exhibition—January 1975
* Apply: Cenem, Rue Du Progres 34, B1000 Brussels.

PARIS:
Leather Goods and Luggage Exhibition—January 1975
Apply: Salon de la Maroquinerie et Articles de Voyage, 6 Rue Berange, 75003 Paris.

ZAGREB:
24th International Leather and Footwear Week—24 February-1 March 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
International Fur Trade Exhibition—March 1975
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

FRANKFURT:
International Fur Fair—16-20 April 1975
* Apply: Frankfurter Rauchwaren-Messe GmbH, 6 Frankfurt-am-Main 7, Bettinaplatz 1.

OFFENBACH:
International Leather Goods Fair—August-September 1975
* Apply: Offenbacher Messe GmbH, 605 Offenbach-am-Main 1, Kaiserstrasse 108-112.

1976

BRUSSELS:
International Leather Goods Exhibition—January 1976
* Apply: Cenem, Rue du Progress 34, B1000 Brussels.

PARIS:
Leather Goods and Luggage Exhibition—January 1976
Apply: M. Thomas, Salon de la Maroquinerie et Articles de Voyage, 6 Rue Beranger, 75003 Paris.

PARIS:
International Fur Exhibition—March 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Leather Week (Semaine du Cuir)—September 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

Motor vehicles, motor cycles and cycles

1974

BUCHAREST:
The International Exhibition of Car Cosmetic Apparatus, Accessories, Installations for Washing, Ignition and Carburation Check and Garage Equipment ('Autoservice')—22-26 April 1974
Apply: Pubilicom Romanian International Publicity Agency, Boulevard N, Balcescu, Bucharest, Romania.

BARCELONA:
International Motor Show (Accessories)—25 April-5 May 1974
Apply: Salon Int del Automobil, Recinto Ferial de Montjuich, Palacio No. 1, Barcelona 4.

TURIN:
International Trade Fair of Spare Parts, Accessories, Machinery and Ancillary Equipment for the Automotive Industry—May 1974
* Apply: Comitato Organizzatore Salone Internazionale dell Automobile, Corso Galileo Ferraris 61, Turin.

1975

BRUSSELS:
International Motor Show—January 1975
* Apply: Salon de L'Automobile, 22 Rue du Luxembourg, 10-1040 Brussels.

AMSTERDAM:
International Automobile Show—February 1975
* Apply: RAI Gebouw N.V., Europaplien, Amsterdam.

TURIN:
Trade Fair of Spare Parts, Accessories, Machinery and Ancillary Equipment for the Automotive Industry—May 1975
* Apply: Comitato Organizzatore Salone Internazionale dell Automobile, Corso Galileo Ferraris, 61 Turin.

1976

GENEVA:
International Commercial Vehicle Show—January-February 1976
Apply: Secretariat Permanent, Case Postale 1211, 1200 Geneva.

PARIS:
Motor Show—1976
Apply: M. Panhard, President, 3 Avenue du President-Wilson 75016, Paris (Tel. 727 59 40).

Office machinery and equipment

1974

PRAGUE:
International Computer and Data Processing Show ('Incomex')—March-April 1974
Apply: Made in Publicity, 92 Fleet Street, London, E.C.4 (Tel. 01-583 7034)

VIENNA:
International Office Organisation Exhibition ('Ifabo')—19-22 May 1974
* Apply: Arbeitzgemeinschaft Buro-Organisation, Karl Schwaighofgasse 14, 1070 Vienna.

BUCHAREST:
International Exhibition of Copying and Photocopying Xerographying and Office Machines ('Repro')—27-30 May 1974
Apply: Pubilicom, Romanian International Agency, Boulevard N. Balescu, Bucharest, Romania.

MILAN:
International Office Machinery and Equipment Exhibition (SMAU)—September 1974
* Apply: Associazione Nazionale Commercianti in Macchine e Furniture per Uffico, Piazza, Belgioloso 1, Milan.

STUTTGART:
Das Moderne Buro—28 September-2 October 1974
Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

AMSTERDAM:
International Office Machinery and Equipment Exhibition —8-16 October 1974
Apply: RAI Gebouw N.V., Europaplein, Amsterdam.

LISBON:
International Exhibition of Office Equipment and Furniture ('Fileme')—15-20 October 1974
Apply: Feira Internacional de Lisboa, Praca das Industrias-Lisboa 3.

MALMÖ:
Rational Offices—Office Equipment Fair—23-26 October 1974
Apply: Sydexpo AB, St. Tamplan 3, S-216 18 Malmö, Sweden (Tel. 040/1600 75).

MALMÖ:
International Audio-Visual Trade Fair (Interavisa)—23-26 October 1974
Apply: Stiftelsen Skanemassen, Stadiongatan 25, Box 19015, S-200 73 Malmö 19, Sweden (Tel. 040/800 30).

BERLIN:
Office Equipment Exhibition—October 1974
* Apply: AMK Berlin GmbH, 1 Berlin 19, Messedamm 22.

FRANKFURT:
Office Supplies Exhibition—October 1974
Apply: LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London EC4P 4AD (Tel. 01-236 5050).

DUSSELDORF:
West German Office Equipment Show (BURO)—October 1974
Apply: J. Naylor, 10 Old Bond Street, London W1 4EN (Tel. 01-409 0956).

1975

MILAN:
International Office Machinery and Equipment Exhibition (SMAU)—September 1975
* Apply: Associazione Nazionale Commercianti in Machine and Furniture per Ufficio, Piazza, Belgioloso 1, Milan.

STUTTGART:
Das Moderne Buro—September/October 1975
Apply: CES (Overseas) Ltd., Bridge House, 181 Victoria Street, London, E.C.4 (Tel. 01-236 0911).

ZAGREB:
7th International Exhibition of Data Processing Systems and Office Equipment (Interbiro)—6-11 October 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

FRANKFURT:
Office Supplies Exhibition—October 1975
* Apply: LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London EC4P 4AD (Tel. 01-236 5050).

BERLIN:
Office Equipment Exhibition—October 1975
* Apply: AMK Berlin GmbH, 1 Berlin 19, Messedamm 22.

1976

DUBLIN:
Commercial Productivity Exhibition (Compex)—March 1976
Apply: E.T.A. Congresses and Expositions, 74 Northumberland Road, Ballsbridge, Dublin 4.

PARIS:
International Business Machines and Office Equipment Exhibition (Sicob)—September 1976
Apply: M. Hermieu, Salon de Equipment de Bureau, 6 Place de Valois, 75001 Paris (Tel. 236 40 31).

BERLIN:
Office Equipment Exhibition—October 1976
* Apply: AMK Berlin GmbH, 1 Berlin 19, Messedamm 22.

Packaging machinery and materials, including containers

1974

BASLE:
International Packaging Exhibition (Swiss Pack)—14-18 May 1974
Apply: Swiss Pack, CH4000 Basel 21, Schweiz (Tel. 061 32 38 50. Telex: 62 685 fairs CH).

ZAGREB:
6th International Packaging Fair ('Modernpak')—22-28 April 1974
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

NOVI SAD:
5th International Exhibition of Packaging, Packaging Machinery and Pre-packed Goods for Supermarkets ('Savropak '74')—14-19 October 1974
Apply: Savremeno Pakovanje, 11040 Beograd, Ljutice Bogdana 2, Yugoslavia.

1975

STOCKHOLM:
International Exhibition for Suppliers to the Pulp, Paper, Board, Particle Board, Wallboard and Conversion Industries ('Spic '75')—8-11 April 1975
Apply: AB St. Eriks-Mässan, S-106 80 Stockholm.

BRNO:
International Packaging Exhibition ('Embax')—23-27 June, 1975
† Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200 and 8235).

COLOGNE:
Orgatechnic Exhibition for Organisation and Technique in Office and Works—September-October 1975
Apply: H. E. Melsom, MBE, Lufthansa House, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 1436).

COPENHAGEN:
Pak-Tek 3rd International Packaging Exhibition—11-16 November 1975
Apply: Erhvervenes Udstillingsselskab Bella Centret A/S Hvidkildevej 64, 2400 Copenhagen NV (Tel. (01) 340111).

1976

PARIS:
International Packaging Exhibition—1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1.

Photographic equipment

1974

COLOGNE:
International Trade Exhibition in Connection with the 2nd European Microfilm Convention—12-14 November 1974
Apply: H. E. Melsom, MBE, Lufthansa House, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 1436).

Pottery and glassware

1975

PARIS:
International Exhibition of China, Glassware, Pottery, Silverware, Jewellery Watches and Clocks (Sifbihor)—March 1975
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

1976

PARIS:
International Exhibition China, Glassware, Pottery, Silverware, Jewellery, Watches and Clocks (Sifbihor)—March 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

Printing, stationery and printing machinery

1975

ZAGREB:
3rd International Fair of Printing and Paper Industry (Intergrafika)—17-22 March 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1976

PARIS:
International Paper, Printing and Graphic Arts Industries Exhibition—May 1976
Apply: M. Ollive, 20 Rue Carpeaux, 92800 Puteaux (Tel. 722 78 10).

Scientific instruments and nuclear equipment

MOSCOW:
Exhibition on Electronmicroscopies (Microzond)—10-18 July 1974
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

LJUBLJANA:
('Electronics '74')—8-12 October 1974
* Apply: Gospodarsko Razstavisce, Titova C50, P.O. Box 413, 61001 Ljubljana, Yugoslavia (Tel. 061 311 022).

PARIS:
Physical Society Exhibition—9-14 December 1974
Apply: Societe Francaise de Physique, 33 Rue Croulebarbe, 75013, Paris.

1975

BUCHAREST:
International Technical Exhibition ('Tehnoexpo')—12-21 October 1975
Apply: Publicom, Romanian International Agency, Boulevard N. Balescu, Bucharest, Romania.

Ships and boats

1974

ANTWERP:
International Harbour Exhibition—12-19 May 1974
Apply: 3rd International Harbour Exhibition, Ingenieurshuis, Jan Van Rijswijcklaan 58, B2000 Antwerp.

GOTHENBURG:
'Maritime '74' International Shipping Conferences and Shipping Fair—14-18 May 1974
Apply: Svenska Mässan Skanegatan 26, S-412 51, Goteborg, Sweden (Tel. (031) 20 0000).

ATHENS:
International Shipping Exhibition (Posidonia)—3-9 June 1974
† Apply: Maritime Presentations Ltd., 71 Fleet Street, London, E.C.4 (Tel. 01-353 3792).

BILBAO:
1st International Sector of the Shipping, Port and Maritime Industries (Bilbao International Samples Fair)—22 June-1 July 1974
Apply: Feria Internacional de Bilbao, Plaza Pedro Maria de Basterrechea, No. 2 Apartado 468, Bilbao 13 (Tel. 41 5400).

FRIEDRICHSHAFEN:
International Boat Show (Interboot)—28 September-6 October 1974
* Apply: Exhibitions and Trade Fairs (International) Ltd., 943a Brighton Road, Purley, Surrey (Tel. 01-668 2467).

ZAGREB:
International Nautical Show (Internautika '74)—18-23 November 1974
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1975

MUNICH:
Caravan, Boat and Accessories Exhibition—January/February 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

FRIEDRICHSHAFEN:
International Boat Show (Interboot)—27 September-5 October 1975
* Apply: Exhibitions and Trade Fairs (International) Ltd., 943a Brighton Road, Purley, Surrey (Tel. 01-668 2467).

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ZAGREB:
4th International Nautical Show (Internautika)—17-22 November 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1976

ATHENS:
International Shipping Exhibition—June 1976
Apply: Maritime Presentations Ltd., 71 Fleet Street, London, E.C.4 (Tel. 01-353 3792).

FRIEDRICHSHAFEN:
International Boat Show (Interboot)—September/October 1976
* Apply: Exhibitions and Trade Fairs (International) Ltd., 943a Brighton Road, Purley, Surrey (Tel. 01-668 2467).

Sports goods and camping equipment, including caravans

1974

STUTTGART:
International Trade Fair for Hunting and Sporting Weapons with 7th German Weapon Fair—22-26 May 1974
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

NOVI SAD:
International Hunting, Fishing and Sports Fair—8-16 June 1974
Apply: Novosadski Sajam, Novi Sad, Hajduk, Veljkova 11.

PARIS:
International Caravan Exhibition—26 September-6 October 1974
Apply: M. Rotival, 35 Rue des Renaudes, 75017 Paris (Tel. 267 3944).

ZAGREB:
International Sports and Recreation Equipment Fair (Sportex '74)—18-23 November 1974
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BRUSSELS:
International Caravan and Winter Sports Exhibition—November 1974
* Apply: Vac Expo, Avenue Charles Quint 345, B1080 Brussels.

LJUBLJANA:
'Ski Expo '74'—4-10 December 1974
* Apply: Gospodarsko Razstavisce, Titova C50, P.O. Box 413, 61001 Ljubljana, Yugoslavia (Tel. 061 311 022).

AMSTERDAM:
International Caravan Show—12-18 December 1974
Apply: RAI Gebouw N.V., Europaplein, Amsterdam.

1975

MUNICH:
Caravan, Boat and Accessories Exhibition—January/February 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

STUTTGART:
Motor-Sport, Leisure Exhibition—January/February 1975
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

COPENHAGEN:
International Camping and Caravan Equipment Exhibition 21 February-1 March 1975
Apply: Erhvervenes Udstillingsselskab, Bella Centret A/S, Hvidkildevej 64, 2400 Copenhagen N.V. (Tel. (01) 34 01 11).

GRENOBLE:
International Winter Sports Exhibition (Alpexpo)—March 1975
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

STUTTGART:
International Trade Fair for Hunting and Sporting Weapons with the 8th German Weapon Fair—7-11 May 1975
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

PARIS:
International Caravan Exhibition—October 1975
Apply: M. Rotival, 35 Rue des Renaudes, 75017 Paris (Tel. 267 3944).

ZAGREB:
4th International Fair of Sports and Recreation Equipment (Sportex)—17-22 November 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BRUSSELS:
International Caravan and Winter Sports Exhibition—November 1975
* Apply: Vac Expo, Avenue Charles Quint 345, B1080 Brussels.

1976

STUTTGART:
Motor Sport, Leisure Exhibition—January/February 1976
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

GRENOBLE:
International Winter Sports Exhibition (Alpexpo)—March 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

STUTTGART:
International Trade Fair for Hunting and Sporting Weapons with 8th German Weapon Fair—May 1976
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

PARIS:
International Caravan Exhibition—October 1976
Apply: M. Rotival, 35 Rue des Renaudes, 75017 Paris. (Tel: 267 3944).

Textiles and textile machinery

1974

ZAGREB:
International Textile Industry Fair—22-28 April 1974
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

LESKOVAC:
International Textile and Textile Machinery Fair—2-9 June 1974
Apply: Medjunarodni Sajam Tekstilni, Teksilnih Masina, Koste Stamenkovica 5, 16001 Leskovac, pp30.

ZAGREB:
International Contract-Making on Textile Products (Kutex) 6-8 November 1974
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BUCHAREST:
International Exhibition of Chemistry, Textiles and Goods 1974
* Apply: Publicom, Romanian International Publicity Agency, Boulevard, N. Balcescu, Bucharest.

1975

ZAGREB:
2nd International Textile Industry Fair—21-27 April 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZAGREB:
International Contract-Making on Textile Products (Kutex) —3-5 November 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Toys and games

1974

SARAJEVO:
Children Fair (Thousand Joys)—17-22 May 1974
Apply: Director General, Ljobo Kojo Skenderija Ulica M. Sokolovia, bb 71000, Sarajevo.

PARIS (LE BOURGET):
International Entertainment Technology and Leisure Equipment Exhibition (Amusexpo)—9-12 December 1974
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1975

PARIS:
International Toy Fair—February 1975
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

1976

PARIS:
International Toy Exhibition—February 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

Watches and clocks

1974

MUNICH:
International Trade Fair for Watches, Jewellery and Silverware—24-30 April 1974
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

SUBOTICA:
International Jewellers' and Watchmakers' Fair—1-9 June 1974
Apply: Director General, Karle Segec, Suboticki Sajam Sep Ferenca 3, 24000 Subotica.

BERNE:
International Watchmakers' Exhibition (Sama)—September 1974
* Apply: SAMA International, Case Postale 1052, CH2500 Bienne.

BESANCON:
International Clock and Watchmaking Industry, Micro Mechanical Techniques (Micronora)—October 1974
Apply: M. Lagrange, Parc des Expositions Planoice, 25-Besancon.

1975

BESANCON:
International Clock and Watch Industry Exhibition (Micronora)—May 1975
Apply: M. Lagrange, Parc des Expositions Planoise, 25000 Besancon.

1976

BESANCON:
International Clock and Watchmaking Industries Exhibition (Micronora)—May 1976
Apply: M. Lagrange Parc des Expositions Planoise, 25000 Besancon.

Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment

1974

BRUSSELS:
4th Municipal Equipment Exhibition and the 2nd Exhibition of Environment Protection Techniques—8-12 June 1974
Apply: Brussels International Trade Fair, Palais du Centenaire, B-1020 Brussels (Telex 23.643).

PADUA:
International Exhibition of Public Services and Techniques and Equipment—18-22 June 1974
Apply: Fiera Internazionale di Padova, Via N Tommaseo 59, 35100, Padua.

1975

PARIS (LE BOURGET):
Europrotection 1975
Apply: Mr. R. Sherman, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1976

PARIS:
Industrial Cleaning and Waste Disposal Exhibition—1976
Apply: M. Stipanovich, 12 Rue Chabanais, 75002 Paris (Tel. 742 79 00).

Other specialised fairs

1974

ZAGREB:
5th International Mining Fair—22-28 April 1974
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZAGREB:
5th International Exhibition of Professional and Scientific Literature—22-28 April 1974
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZAGREB:
3rd International Exhibition of Equipment and Means for Civil Protection, Environment Protection, Labour Safety, Fire-fighting Measures and Safety in Traffic ('Interprotex') —22-28 April 1974
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PIACENZA:
Button Exhibition—April 1974
Apply: 10 Salone Internazionale Bottoni E. Affini Siba, 35/E Galleria della Borsa, 29100 Piacenza, Italia.

BOLOGNA:
International Perfumery and Cosmetics Exhibition—April 1974
Apply: E. A. Per le Fiere di Bologna, Via Ciamician 4, 40127 Bologna.

ESSEN:
Horse Riding Equipment Exhibition Equitana—27 April-1 May 1974
Contact: Mr. M. Dawes, North Pines, Goldsmith Avenue, Crowborough, Sussex (Tel. Crowborough 3670).

AMSTERDAM:
Veterinary Congress and Exhibition—10-12 May 1974
Apply: RAI Gebouw N.V. Europaplein, Amsterdam.

VIBORG (DENMARK):
Housing Exhibition (NY Bolig '74)—10 May-3 June 1974
Apply: P. S. Udstillingsselskab Løvsangervej 11, 2670 Greve, Strand (Tel. (01) 904001).

ESSEN:
International Fair for Tyre Dealers Vulcanizers and Retreads—16-19 May 1974
Apply: Gemeinnutzige Ausstellungsgesellchaft mbH, Norbertstrasse 56, 4300 Essen.

DORTMUND:
IV Interschul—18-25 May 1974
Apply: Ausstellungsleitung Westfalenhalle GmbH, 6400 Dortmund, Rheinlanddamm 200, Postfach 1130.

ZAGREB:
2nd International Exhibition of Material Protection and Industrial Finishing ('Anticorrosion')—20-25 May 1974
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London. W.1 (Tel. 01-486 1951).

COPENHAGEN:
International Fair for Transportation Equipment and Transport Systems—21-26 May 1974
Apply: Erhvervenes Unstillingsselskab Bella Centret A/S Hvidkildevej 64, 2400 Copenhagen NV (Tel. (01) 34011.

STUTTGART:
International Trade Fair for Hunting and Sporting Weapons with 7th German Weapon Fair—22-26 May 1974
* Apply: C.E.S. (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

SKOPJE:
Fair of Consumer Goods, Investment Equipment and Primary Products and Manufacturing Components—14-21 June 1974
Apply: Director General, Andon Dabevski Skopski saem, ul Zagrebacka bb, 91001 Skopje, PP 356.

MOSCOW:
Exhibition of Criminological Equipment ('Krim Tekhnika')—14-28 August 1974
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

JÖNKÖPING:
International Noise Abatement and Air Pollution Control Exhibition—August-September 1974
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

HAMBURG:
International Bathing Equipment Exhibitor (Interbad)—5-9 September 1974
Apply: Planten un Blomen, Hamburg GmbH & Co., Jungiusstirasse 2, Hamburg 36.

ESSEN:
International Security and Police Equipment Exhibition (Safety '74)—9-12 September 1974
Apply: M. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

SKOPJE:
International Tobacco, Tobacco Machinery Fair—3-9 October 1974
Apply: Director General, Andon Dabevski Skopski saem, ul Zagrebacka bb, 91001 Skopje, PP 356.

BRUSSELS:
International Biennial in the Field of Design—19-27 October 1974
Apply: VZW Interieur, Casinoplein 10, Kortrijk B8500.

ZAGREB:
International Exhibition of Teaching Appliances and Training equipment ('Educa '74')—21-26 October 1974
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

DUSSELDORF:
Glass '74—24-27 October 1974
Apply: John Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

MALTA:
International Shipping Oil Industries and Airlines Exhibition—October 1974
Apply: Ronasons International Ltd., 113 Britannia Street, Valletta, Malta.

OSLO:
International Forum for Innovation-Licensing—28 October-1 November 1974
Apply: The Norwegian Trade Fair, Drammensveien 154, P.O. Box 130, Skoyen, Oslo 2.

BELGRADE:
3rd International Occupational Safety and Environment Protection Exhibition ('Protection '74')—28 October-3 November 1974
Apply: Belgrade International Trade Fair, 11000 Belgrade, Bulevar Vojvode Misica 14, P.O.B. 408.

BELGRADE:
5th International Exhibition of Modern Educational Equipment—28 October-3 November 1974
Apply: Belgrade International Trade Fair, 11000 Belgrade, Bulevar Vojvode Misica 14, P.O.B. 408.

BUCHAREST:
International Specialised Exhibition of Pumps—11-15 November 1974
Apply: Publicom Romanian International Agency, Boulevard N. Balescu, Bucharest, Romania.

ZAGREB:
International Exhibition of Tourism and the Hotel, Catering and Shop Equipment ('Tu-Ex '74')—18-23 November 1974
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
Equestrian Exhibition—6-15 December 1974
Apply: Spodex, 15 Rue de la Paix, 75002 Paris (Tel. 742 24 60.)

1975

NUREMBERG:
European Educational Aids and Appliances Fair (Didacta)—10-14 March 1975
Apply: Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.2 (Tel. 01-628 7050).

PARIS (LE BOURGET):
International Exhibition of Advanced Transportation Systems (Transportexpo)—11-16 March 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZAGREB:
18th International Exhibition of Measuring and Control Techniques and Automation ('Jurema')—21-27 April 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZAGREB:
5th International Fair of Transport, Communications and Mechanical Handling—21-27 April 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BOLOGNA:
Exhibition of Modern Methods of Teaching—April 1975
Apply: E. A. Per le Fiere di Bologna, Via Ciamician 4 40127 Bologna.

PIACENZA:
Button Exhibition—April 1975
* Apply: 10 Salone Internazionale, Bottoni, E. Affini, Siba, 35/E Galleria della Borsa, 29100 Piacenza, Italia.

BOLOGNA:
International Perfumery and Cosmetics Exhibition—April-May 1975
Apply: E. A. Per le Fiere di Bologna, Via Ciamician 4, 40127 Bologna.

AMSTERDAM:
International Fire Service Exhibition—29 April-3 May 1975
Apply: RAI Gebouw N.V. Europaplein 8, Amsterdam.

STUTTGART:
International Trade Fair for Hunting and Sporting Weapons with 8th German Weapon Fair—7-11 May 1975
* Apply: C.E.S. (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

ZAGREB:
3rd International Fair of Public Utility Equipment—19-24 May 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

STUTTGART:
International Roller Blind and Shuttering Trade Fair (R.75)—5-8 June 1975
* Apply: C.E.S. (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

SALONIKA:
World Veterinary Congress—6-12 July 1975
Apply: Professor E. Tsiroyannis, Aristotelian University, Box No. 112, Thessaloniki, Greece.

BRUSSELS:
International Energy Exhibition—September 1975
Apply: Brussels International Trade Fair, Palais du Centenaire, B-1020 Brussels.

International Trade Fair for Industrial Cleaning and Works Hygiene (IGB '75)—18-21 September 1975
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

ZAGREB:
3rd International Exhibition of Teaching Appliances and Training Equipment (Educa)—6-11 October 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London W.1 (Tel. 01-486 1951).

ZAGREB:
7th International Exhibition of Tourism, and Catering and Shop Equipment (TU-EX)—17-22 November 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

GOTHENBURG:
'Scanmiljo' Environmental Care—November 1975
Apply: Svenska Mässan Skanegaten 26, S-412-51, Goteborg, Sweden (Tel. (031) 20 0000).

DUSSELDORF:
Undertakers' Trade Fair—1975
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

1976

ZURICH:
International Exhibition of Mechanised and Automation Production—January 1976
† Apply: Trade and Technical Press Ltd., Crown House, Morden, Surrey (Tel. 01-540 3897).

STUTTGART:
International Trade Fair for Hunting and Sporting Weapons with 8th German Weapon Fair—May 1976
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

STUTTGART:
International Roller Blind and Shutter Trade Fair (R75)—June 1976
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

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Section 3

Trade fairs and exhibitions outside Europe

General fairs

1974

TEL AVIV:
International Trade Fair (Consumer Goods)—25 June-13 July 1974
Apply: Mr. A. Burke, Anglo-Israel Chamber of Commerce, Kern House, 36 Kingsway, London, W.C.2 (Tel. 01-405 9696).

BOGOTA:
International Trade Fair—13-28 July 1974
† Apply: Corporacion de Ferias y Exposiciones S.A., Apartados Aereo 68-43, Carrera 40, No. 22C-67, Bogota D.E., Colombia.

DAMASCUS:
International Trade Fair—25 July-20 August 1974
* Apply: General Directorate of the Damascus International Fair, Damascus, Syrian Arab Republic.

ASUNCION:
Exporter '74—15 August-15 September 1974
Apply: Union Industrial Paraguaya, Expoper '74, Calle Palma 571, Ascuncion.

NEW YORK:
Pet Industry National Pet Show—September 1974
Apply: Mrs. Jay Winter, 431 Chancery Street, Brooklyn NY 11233.

BAGHDAD:
International Trade Fair—1-21 October 1974
* Apply: Directorate General of Exhibitions, Fairs and Trade Centres, Damascus Street, Al-Mansour, Baghdad, Iraq.

SAN SALVADOR:
6th International Fair of El Salvador—8-25 November 1974
† Apply: Managing Director, Executive International Fair Committee, Avenida Revolucion y Doble, Via a Santa Tecla, San Salvador, El Salvador.

NEW DELHI:
International Trade Fair—14 November-13 December 1974
Apply: Chief Executive Director, India International Trade Fair, Ministry of Commerce, Pragati Maidan, Mathura Road, P.O. Box 425, New Delhi.

DAKAR:
International Fair—29 November-15 December 1974
Apply: Foire Internationale de Dakar, B.P. 3329, Dakar, Republique du Senegal.

1975

SYDNEY:
Royal Easter Show—April 1975
* Apply: Royal Agricultural Society of New South Wales, Driver Avenue, RAS Showground, Sydney, NSW 2000.

TEL AVIV:
International Trade Fair (Capital Goods)—May-June 1975
Apply: Mr. A. Burke, Anglo-Israel Chamber of Commerce, Kern House, 36 Kingsway, London, W.C.2 (Tel. 01-405 9696).

WELLINGTON:
New Zealand International Trade Fair—20 August-6 September 1975
Apply: Wellington Show Association Inc., P.O. Box 7105, Wellington, NZ.

BAGHDAD:
International Trade Fair—1-21 October 1975
* Apply: Directorate General of Exhibition, Fairs and Trade Centres, Damascus Street, Al-Mansour, Baghdad, Iraq.

LIMA:
Pacific International Trade Fair—November 1975
Apply: L. Noya, 11-13 Baker Street, London, W.1 (Tel. 01-486 4581-2).

Agriculture, forestry, fishing, and agricultural machinery

1974

TORONTO:
American Association of Nurserymen Convention and Trade Show—July 1974
Apply: Robert Lederer, 835 Southern Building, 15th and 'H' Street, NW Washington, DC 20005.

SANTA CRUZ—BOLIVIA:
Agricultural, Animal, Industrial and Commercial Exhibition—September 1974
* Apply: Feria Exposicion on Agricola, Canadera, Industrial y Commercial Edificio Camera de Comercio, Santa Cruz, Bolivia.

ORANGE:
National Field Days—11-14 November, 1974
* Apply: The National Field Days Committee, P.O. Box 310, Orange, NSW 2800.

1975

TORONTO:
Farm and Industrial Equipment Show—January/February 1975
* Apply: Canada Farm Show Ltd., 55 Glen Cameron Road, Thornhill, Ontario.

ORANGE:
National Field Days—November 1975
* Apply: The National Field Days Committee, P.O. Box 310, Orange, NSW 2800.

Books and periodicals

1974

CAIRO:
Book Fair—27 January-7 February 1974
* Apply: The General Egyptian Organisation for the Book Fair, Cornich El Nile Street, Cairo, E.A.R.

1975

JERUSALEM:
International Book Fair—April 1975
Apply: S. Zur Manager, The Jerusalem International Book Fair, 70 Jaffa Street, Jerusalem, Israel.

Building, public works and construction equipment

1974

ADELAIDE:
'Expo International' (Building and Furnishing Products)—8-17 June 1974
Apply: Mrs. Zoe Lindsey, 12 Pirie Street, Adelaide, SA 5000.

CHICAGO:
Building Maintenance and Modernisation Exhibition—11-13 June 1974
Apply: Charles E. Cohrs, Industrial and Scientific Management Inc., 222 West Adams Street, Chicago, Illinois 60606.

TORONTO:
International Public Works Congress and Equipment Show—14-19 September 1974
Apply: Robert Bugner, 1313 E. 60th Street, Chicago, Illinois 60637.

1975

CHICAGO:
International Construction Equipment Exposition—9-15 February 1975
Apply: Martin C. Dwyer, 400N Michigan Avenue, Chicago, Illinois 60611.

USA:
Prestressed Concrete Institute Convention and Exhibition—September 1975
* Apply: W. Burr Bennett, Sr., The Prestressed Concrete Institute, 20 N. Wacker Drive, Chicago, Illinois.

VANCOUVER:
Western Construction Materials and Equipment Show—18-20 November 1975
† Apply: Norman F. Keenan and Associates, Crown House, Morden, Surrey. Contact: Roy Wilson (Tel. 01-540 1101).

Chemicals and allied industries, including plastics

1974

BUENOS AIRES:
International Plastics Exhibition (Argenplas '74)—6-22 September 1974
Apply: Argentine Chamber of the Plastics Industry, Sarmiento 2494, Buenos Aires.

TOKYO:
Chemical Plant Engineering Exhibition—1-6 October 1974
* Apply: Japan Management Association, Kyoritsu Building, 25 Shiba Park, Minato-ku, Tokyo (Tel. 434 6211).

TOKYO:
5th International Plastics Fair (Japanplas '74)—17-23 November 1974
Apply: Japanplas Fair Association, Deguchi Building, 3 Shiba-Kamiyo-Cho Minato-ku, Tokyo 105 (Tel: 433-2806).

1975

HOUSTON
Petrochemical and Refining Exposition—17-20 March 1975
†Apply: Reber-Friel Company, 117 South 17th Street, New York, NY 10017.

CLEVELAND:
American Chemical Society-Division Rubber Chemistry—6-9 May 1975
Apply: C. M. Hofmann, Gen Tire and Rubber, Box 941, Plant 11, Akron, Ohio 44309.

TORONTO:
Plastics Show of Canada—9-13 June 1975
Apply: Howerd Deverett, Show Manager, Industrial and Trade Shows, 481 University Avenue, Toronto, Ontario 2.

1976

ATLANTIC CITY:
National Plastics Exposition—September 1976
Apply: Robert T. Kenworthy, 866 United Nations Plaza, New York City, NY 10017.

Clothing

1974

NEW YORK:
National Boutique Show—2-5 June 1974
Apply: Alan B. Larkin, Managing Director, 50 Hunt Street, Watertown, Mass. 02172.

NEW YORK:
National Outerwear and Sportswear Association Suppliers' Exhibition (NOSA)—October 1974
Apply: National Outerwear and Sportswear Association-TIA, 347 Fifth Avenue, New York, NY 10016.

1975

NEW YORK:
Display of British Children's Wear—January 1975
Apply: James Law, Director, 150 East 58th Street, New York, NY 10022.

Engineering, electrical and electronic, including radio and television

1974

NEW ORLEANS:
Annual Conference of the International Communications Association—5-9 May 1974
Apply: Herbert C. Granger, American Express, 67 Broad Street, New York City, NY 10004.

LOS ANGELES:
Expo Electronica—August 1974
Apply: Mr. Don Larson, Western Electronic Show and Convention (Wescon), 3600 Wilshire Boulevard, Los Angeles, California 90010.

TOKYO:
Japan Electronics Show—18-24 September 1974
* Apply: Electronics Industries Association, Tokyo Shokokaigisho Building, 3-2-2 Marunouchi Chiyoda-Ku, Tokyo (Tel: 211 4411, Ext. 568).

SYDNEY:
International Engineering Exhibition—23-28 September 1974
Apply: Thomson Exhibitions, 47 Chippendale Street, Chippendale, NSW 2008.

MELBOURNE:
Home Electric Exhibition Colour TV Radio and Hi-Fi Show—24-28 September 1974
Apply: Hoyts National Exhibition, 2nd Floor, 8 Wilmot Street, Sydney, NSW 2000.

SEOUL:
5th Korea Electronics Show—October 1974
Apply: Korea Fine Instruments Centre, 1 P.O. Box 2489, Seoul, Korea.

MELBOURNE:
International Control Electronics, Telecommunications, Instruments and Automation Exhibition (Cetia)—7-11 October 1974
Apply: Mr. R. J. Glover, Executive Director, CETIA Exhibition Administration, Box 3629 G.P.O. Sydney, NSW 2001.

TOKYO:
7th Automatic Control Equipment Show and Automatic and Labour Saving Machinery Exhibition—November 1974
* Apply: The Industrial Daily News, 1-8-10 Kudan Kita, Chiyoda-Ku, Tokyo (Tel: 263-2311).

1975

TOKYO:
Internepcon—2-25 January 1975
Apply: Industrial and Scientific Conference Management Inc., ISCM/Japan, Kokado Building, 1-13-18 Akasaka, 1-chome Minato-ku, Tokyo (Tel. (03) 585 8321/2.

MELBOURNE:
International Engineering Exhibition—28 July-2 August 1975
Apply: Thomson Exhibition Promotions Pty. Ltd., 49-51 Wellington Street, Windsor, 3181 Victoria.

SYDNEY:
International Control Electronics Telecommunications Instruments and Automation Exhibition (Cetia)—28 July-2 August 1975
Apply: Mr. R. J. Glover, Executive Director, Cetia Exhibition, Administration, P.O. Box 3629, G.P.O. Sydney, NSW 2001.

MELBOURNE:
International Radio and Electronics Engineering Convention (IREE)—August 1975
Apply: The Institute of Radio and Electronics Engineers (Australia), 157 Gloucester Street, Sydney, NSW 2000.

Engineering, other

1974

HOUSTON:
American Welding Society Annual Meeting and Welding Exposition—1-4 May 1974
Apply: Robert T. Kenworthy, 866 United Nations Plaza, New York City, NY 10017.

DETROIT:
Society for Experimental Stress Analysis Spring Meeting and Exposition—14-18 May 1974
Apply: Mr. B. Rossi, S.E.S.A., 21 Bridge Square, West Port, Conn. 06880.

SYDNEY:
6th Australian Computer Conference—20-22 May 1974
Apply: NSW Branch, Australian Computer Society, P.O. Box N250, Sydney 2001.

ANAHEIM:
1974 Western Plant Engineering Show and Convention—18-20 June 1974
Apply: A. Byron, Perkins and Associates Inc., 3951 East Huntington Drive, Suite 104, Pasadena, California 91107.

SYDNEY:
International Production Automation Machines and Tools Exhibition and Convention (Pamatex)—1-5 July 1974
Apply: The Executive Director, Production Automation Exhibition, P.O. Box 259, Roseville, Sydney, NSW 2069 Australia.

VANCOUVER:
Pacific Industrial Equipment Materials Handling Show—19-21 November 1974
Apply: Roy Wilson, Norman F. Keenan & Associates Crown House, Morden, Surrey. (Tel. 01-540-1101)

OSAKA:
Japan International Machine Tool Fair—24 October-4 November 1974
† Apply: Osaka International Trade Fair Commission, 58 Hashizume-Cho Uchibori-Machi, Higashi-ku, Osaka (Tel. (06) 941 2661).

1975

OSAKA:
International Welding Show—April-May 1975
Apply: Japan Welding Engineering Society, Sanpo Inc. 1-10-7 Hamamatsu-Cho, Minato-ku, Tokyo.

USA:
Materials Engineering Exposition (The Metals Show)—October 1975
* Apply: Donald J. Walter, Metal Park, Ohio 44073.

USA:
Power Transmission Design Show—November 1975
* Apply: Mr. Howard Freed, 614 Superior Avenue, West Cleveland, Ohio 44113.

Fancy goods, jewellery and giftware

1974

DALLAS:
Christmas Gift, Jewellery and Housewares Show—30 June-5 July 1974
Apply: J. Wray, Vice President, 3000 Trade Mart, Dallas, Texas 75207.

LOS ANGELES:
Pacific Jewellery Show—17-18 August 1974
Apply: California Retail Jewellers Association, Suite 1101, 606 South Olive Street, Los Angeles, California 90014.

OHIO:
State Gift Show—19-20 August 1974
Apply: Walter E. Offinger Management, First National Bank Building, P.O. Box 2788, Zanesville, Ohio 43701.

DALLAS:
Fall Gift, Jewellery and Housewares Show—2-7 September 1974
Apply: Jim W. Wray Jnr., 3000 Trade Mart, Dallas, Texas 75207.

BOSTON:
Boston Gift Show—9-13 September 1974
Apply: Little Bros., Shows Inc., 220 Fifth Avenue, New York, NY 10001.

1975

SYDNEY:
5th International Gift Trade Fair—February 1975
Apply: World Trade Promotions Pty. Ltd., 4-14 Foster Street, Surry Hills, Sydney.

Foodstuffs, food machinery, hotel and catering equipment

1974

SYDNEY:
International Catering Trade Fair—27-31 May 1974
Apply: IPC (International Publishing Corporation) Exhibitions Pty. Ltd., 3-13 Queen Street, Chippendale, Sydney.

LOS ANGELES:
16th Pacific Fine Food, Confectionery and Beverage Show—14-17 July 1974
Apply: Director, Pacific Fine Food, Confectionery and Beverage Show, P.O. Box 866, Pasadena, California 91102.

TOKYO:
International Restaurant Equipment Fair—5-8 August 1974
Apply: Industrial and Scientific Conference Management Inc., 222 West Adams Street, Chicago, Illinois 60606 (Tokyo Office, Tel. 585 8321)

MELBOURNE:
13th National Accommodation and Catering Exhibition and Seminar—12-14 August 1974
Apply: Miss M. Moore, Suite 20, 553 St. Kilda Road, Melbourne 3004.

BOSTON:
New England Candy and Speciality Food Show—26-28 August 1974
Apply: Corinne Dame Associates Inc., 51 Church Street, Boston, Mass. 02116.

CINCINNATI:
All American Regional Hospitality and Food Service Exposition—1-3 October 1974
Apply: (a) The Kentucky Restaurant Association, 202 West Chestnut Street, Louisville.
(b) Ohio State Restaurant Association, Suite 418, South 3rd Street, Columbus.
(c) W. Virginia Restaurant and Licenced Beverage Association.
P.O. Box 2391, Charleston, West Virginia.

HOUSTON:
International Brewing Industries Expo—20-24 October 1974
* Apply: Masters Brewers' Association of America, 4513 Vernon Avenue, Suite 202, Madison, Wisconsin 53705.

1975

TOKYO:
International Hotel and Restaurant Show—March 1975
Apply: International Hotel and Restaurant Show, Japan Management Association, Kyoritsu Building, 25 Shiba Park, Minato-ku, Tokyo. (Tel. 434-6211).

LOS ANGELES:
Pacific Coast Regional Hotel/Motel Exposition—16-19 August 1975
† Apply: Robert M. Riley, Suite 612, 448 South Hill Street, Los Angeles, California 90013.

Footwear

1974

NEW YORK:
Fashion Footwear Week—August 1974
Apply: Howard E. Reddy, 34th and 8th Avenue, New York City, NY 10001.

HOUSTON:
National Shoe Fair—22-24 September 1974
Apply: American Footwear Industries Association Inc., National Shoe Retailers' Association, Volume Footwear Retailers of America at Plaza Hotel, Suite 520, Fifth Avenue, New York, NY 10019.

HOUSTON:
National Shoe Fair—September 1974
Apply: Howard E. Reddy, Manager, National Show Fair, 401 Eighth Avenue, Suite 300, New York, NY 10001.

ATLANTIC CITY:
Footwear Management Conference Show—October 1974
Apply: International Footwear Management Conference Exposition, 342 Madison Avenue, New York, NY 10017.

Furniture, furnishings, household equipment and hardware

1974

MELBOURNE:
Australian Furniture Fashion Fair—21-28 April 1974
Apply: The Victoria Guild of Furniture Manufacturers Ltd., 110 Jolimont Road, East Melbourne 3002.

SYDNEY:
Furniture Exhibition—7-12 May 1974
Apply: NSW Guild of Furniture Manufacturers, 1 King Street, Newtown 2042.

NEW YORK:
International Home Furnishing Fair—June 1974
Apply: Furniture Exposition Corporation, 215 Lexington Avenue, New York.

CHICAGO:
National Housewares Exhibition—15-19 July 1974
Apply: The National Houseware Association, 1130 Merchandise Mart, Chicago, Illinois 60654.

SYDNEY:
Interior Decorating and Furnishing Exhibition—24-28 July 1974
Apply: World Trade Promotions Pty. Ltd., 4-14 Foster Street, Surrey Hills, NSW.

MELBOURNE:
Hardware Trade Fair—3-5 September 1974
Apply: Secretary, Hardware Retailers' Association of Victoria, 13 Atherton Road, Oakleigh, Vic 3166.

SYDNEY:
Ideal Homes Exhibition—11-16 October 1974
Apply: Peter Daniel and Associates, 11 Clarke Street, Crowns Nest, 2065.

Handicrafts

1974

NEW YORK:
Home Sewing Fair—April 1974
Apply: C. Cross, Director, American Fashion House, Sewing Council, 40 East 38th Street, New York, NY 10016.

Heating and ventilating

1975

ATLANTIC CITY:
International Air Conditioning, Heating and Refrigerating Exposition—26-30 January 1975
Apply: Vincent McDonnell, President, International Exposition Co., 200 Park Avenue, New York City, NY 10017.

Hospital, medical, surgical and dental equipment

1974

SINGAPORE:
Royal Australasian College of Physicians' Annual Scientific Meeting—3-8 May 1974
Apply: College Secretariat, The Royal Australasian College of Physicians, P.O. Box H129, Australia Square, Sydney, NSW 2000.

MELBOURNE:
2nd International Optometrical Congress—5-11 May 1974
Apply: Australian Optometrical Association, 4/609 St. Kilda Road, Melbourne, Vic 3004.

MELBOURNE:
Pharmacy '74—18-21 May 1974
Apply: Pharmacy Guild of Australia (VIC), 18 St. Francis Street, Melbourne.

CHICAGO:
American Hospitals Association Show—August 1974
* Apply: Edmond J. Lanigan, Director, 840 N. Lake Shore Drive, Chicago, Illinois 60611.

VICTORIA—AUSTRALIA:
5th Australian Medical Congress (AMA)—18-23 August 1974
Apply: Mr. B. J. Markey, Executive Officer, 5th Australian Medical Congress, AMA-Medical Society Hall, Royal Parade, Parkville, 3052 Victoria.

VANCOUVER:
British Columbia Hospital Association—October 1974
* Apply: J. D. Bradford, 440 Camble Street, Vancouver, BC3.

CHICAGO:
American College of Surgeons—October 1974
* Apply: Fred. C. Spillman, 55 E. Erie Street, Chicago, Illinois 60611.

TORONTO:
Ontario Hospitals Association Annual Convention—October 1974
* Apply: Mr. G. S. Roberts, Director of Educational Services, 24 Ferrand Drive, Don Mills, Ontario.

Leather, leather goods and fur

1974

ATLANTIC CITY:
Leather and Allied Industries Exposition—October 1974
Apply: Leather and Allied Industries Exposition, 411 Fifth Avenue, New York, NY.

Motor vehicles, motor cycles and cycles

1974

CHICAGO:
International Truck and Equipment (Fleet Week)—June 1974
* Apply: Henry Martin, Manager, 2 Pennsylvania Plaza, New York City, NY 10001.

MINNEAPOLIS:
International Snowmobile Trade Show—June 1974
* Apply: International Snowmobile Trade Show, 409 Times Building, Minneapolis, Minesota 55401.

SYDNEY:
International Motor Show—30 August-7 September 1974
Apply: Chamber of Automotive Industries, 33 Riley Street, Potts Point, NSW.

NEW ORLEANS:
National Tyre Dealers' and Retreaders Association Convention—7-11 September 1974
Apply: Mr. W. C. Miller, National Tyre Dealers' and Retreaders' Association, 1343 'L' Street, NW Washington, DC.

MELBOURNE:
International Motor Cycle Show 11-15 September 1974
Apply: Riddell Exhibition Promotions Pty. Ltd., Suite 11, 541 St. Kilda Road, Melbourne 3004.

LOS ANGELES:
International Automobile Show—October/November 1974
* Apply: Chas. Snitow, Show Management, 331 Madison Avenue, New York City, NY 10017.

SAN FRANCISCO:
Import Automobile Show—November 1974
* Apply: Jerry Diamond, 3106 Fillmore Street, San Francisco.

CHICAGO:
Annual Automobile Parts and Accessories Association Show—November 1974
* Apply: Hall-Ericson Inc., 7237 West Lake Street, River Forest, Illinois 60305.

Office machinery and equipment

1974

CHICAGO:
National Computer Conference—6-9 May 1974
Apply: American Federation of Information Processing Societies Inc., 210 Summit Avenue, Montvale, NJ 07645.

TORONTO:
Canadian National Business Show—30 September-30 October 1974
Apply: Roy Wilson, Norman F. Keenan and Associates Crown House, Morden, Surrey (Tel. 01-540 1101).

NEW YORK:
Business Equipment Show—8-12 October 1974
Apply: Prestige Expositions Inc., 60 East 42nd Street, New York, NY 10017.

Packaging machinery and materials, including containers

1974

SYDNEY:
ANPAC '74—20-24 May 1974
Apply: National Packaging Association of Australia, NSW Division, 6 O'Connell Street, Sydney, NSW 2000

TOKYO:
International Packaging Show (Tokyo-Pack '74)—5-10 September 1974
Apply: Tokyo-Pack '74 Commission, c/o Japan Packaging Institute, Honshu Building, 12-8 5 Ginza, Chuo-ku, Tokyo (Tel. 543-2641).

CHICAGO:
PMMI Packaging, Converting Machinery Show—7-10 October 1974
* Apply: W. G. Lowery, Packaging Machinery Manufacturers' Institute, 2000 K. Street NW, Washington, DC 20006.

1975

USA:
PMMI Packaging Converting Machinery Show—October/November 1975
* Apply: W. G. Lowery, Packaging Machinery Manufacturers' Institute, 2000 K. Street NW, Washington, DC 20006.

Photographic equipment

1974

SAN FRANCISCO:
Foto West '74—18-20 May 1974
Apply: Bob Forrester Expositions, 550 North Larchmont Boulevard, Los Angeles, California 90004.

Pottery and glassware

1974

CHICAGO:
American Ceramic Society—29 April-1 May 1974
* Apply: Exhibition Management Inc., 40 Ridgewood Avenue, Ridgewood, NJ 07450.

MELBOURNE:
6th Australian Ceramic Conference—27-29 August 1974
Apply: Mr. Murray Division of Building Research, CSIRO, Graham Road, Highett, Vic 3190.

Printing, stationery and printing machinery

1974

TOKYO:
Japan Graphic Arts Exhibition—11-17 June 1974
Apply: Japan Graphic Arts Machinery Exhibition Committee, 571
Tokyo Kurabu Building, 2-6, 3-chome Kasumigaseki, Chiyoda-ku, Tokyo (Tel. 580-0876/7).

USA:
Screen Print '74 (Display Producers' and Screen Printers' Association Show)—October 1974
* Apply: John M. Crawford, 150 S. Wash St. Falls, Church, VA 22046.

1975

TOKYO:
Japan Graphic Arts Exhibition—May 1975
Apply: Japan Graphic Arts Machinery Exhibition Committee, 571
Tokyo Kurabu Building, 2-6, 3-chome Kasumigaseki, Chiyoda-ku, Tokyo (Tel. 580-0876/7).

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1976

TORONTO:
Canadian Graphic Arts Show—16-20 October 1976
Apply: Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Ontario.

Scientific instruments and nuclear equipment

1974

CHICAGO:
The Annual Meeting of the American Society for Microbiology—12-17 May 1974
*Apply: Raymond W. Sarber, 1913 1st, NW Washington DC 20006.

ANAHEIM:
Electro-Optical Design Conference and Exhibition—14-16 May 1974
* Apply: Charles E. Cohrs, 222 W. Adams Street, Chicago ILL, 60606.

Ships and boats

1974

MELBOURNE:
'Herald' National Boat Show—19-27 July 1974
* Apply: Riddell Exhibition Promotions Pty. Ltd., Victor House, Suite 11, 541 St. Kilda Road, Melbourne 3004.

SYDNEY:
International Boat Show—9-14 August 1974
Apply: The Boating Industry Association of New South Wales, 11 Clarke Street, Crows Nest, NSW 2065.

1975

TOKYO:
International Boat Show—March 1975
Apply: Japan Boating Industry Association, Asano Building, 2-5-1 Ginza, Chuo-ku, Tokyo. (Tel. 567-6707).

Sports goods and camping equipment, including caravans

1974

MELBOURNE:
Caravan and Camping Exhibition—21-28 April 1974
Apply: Caravan Trade and Industries Association, 65 Wellington Street, Windsor 3181.

SYDNEY:
Caravan and Outdoor Leisure Show—14-19 June 1974
Apply: Caravan and Recreational Promotions Ltd., Box 1926 GPO, Sydney 2001.

CHICAGO:
American Fishing Tackle Manufacturers' Association Trade Show—3-6 August 1974
Apply: American Fishing Tackle Manufacturers' Association, 20 North Waker Drive, Chicago, Illinois 60606.

NEW YORK:
19th Annual Sporting Goods Fair—29 September-1 October 1974
Apply: The Sporting Goods Manufacturers' Association, 705 Merchandise Mart, Chicago, Illinois 60654.

1975

TORONTO:
Canadian National Sportsmen's Show—March 1975
Apply: Canadian National Sportsmen's Show, P.O. Box 168, Toronto Dominion Centre, Toronto.

Toys and games

1975

SYDNEY:
International Toy Fair—9-12 March 1975
* Apply: Australian British Trade Association, 4 Bridge Street, Sydney, NSW.

TOKYO:
International Toy Fair—October 1975
* Apply: Japan International Toy Fair Association, 3-14-11 Kotobuki-Cho, Taito-ku, Tokyo (Tel. 841 1275).

Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment

1974

DENVER:
Air Pollution Association Annual Meeting and Exhibition—9-14 June 1974
* Apply: Daniel R. Stearn, 4400 5th Avenue, Pittsburgh, PA 15213.

1975

TOKYO:
Anti-Pollution Exhibition—March 1975
Apply: The Nihon Kogyo Shimbun Co. Ltd., 1-7-2, Ohtemachi, Chiyoda-ku, Tokyo. (Tel. 231-7111, ext. 584).

Other specialised fairs

1974

NEW YORK:
Annual Physics Show—1974
* Apply: American Institute of Physics, 335 East 45th Street, New York, 10017.

CHICAGO:
American Ceramic Society—April/May 1974
Apply: Exhibition Management Inc., 40 Ridgewood Avenue, Ridgewood, NJ 07450.

LOUISVILLE, KENTUCKY:
National Ornamental Metal Manufacturers' Association (NOMMA)—1974
Apply: National Ornamental Metal Manufacturers' Association, Box 846, Decatur, Georgia.

ANAHEIM:
Western Safety Congress and Exhibits Show—May 1974
* Apply: A. B. Chapman, 3388 West 8th Street, Los Angeles, California 90005.

NEW ORLEANS:
International Reading Association Show—1-4 May 1974
* Apply: International Reading Association, 6 Tyne Avenue, Newark, Delaware 19711.

CALGARY:
National Petroleum Show—7-10 May 1974
Apply: Norman F. Keenan and Associates, Crown House, Morden, Surrey (Tel. 01-540 1101). Contact: Roy Wilson.

SYDNEY:
International Symposium on Transportation and Traffic Theory—26-28 August 1974
Apply: School of Transportation and Traffic, University of New South Wales, Sydney, NSW 2000.

MELBOURNE:
Sun News Pictorial Homes Show—24 August-1 September 1974
Apply: Riddell Exhibition Promotions Pty. Ltd., Suite 11, 541 St. Kilda Road, Melbourne 3004.

KANSAS CITY:
45th Annual Convention and Exhibition of the Wire Association of America—27-31 October 1974
* Apply: J. Edward Donnellan, 209 Montowese Street, Branford, CT 06405.

VANCOUVER:
Pacific Industrial Equipment and Materials Handling Show—19-21 November 1974
Apply: Nelson Groves, 2000 W. 12th Avenue, Vancouver, BC.

1975

NAGOYA:
Woodworking Machinery and Equipment Fair—October 1975
* Apply: Chubu Woodworking Machinery Association, 5-36, Iwai Dori Naku-ku, Nagoya, Japan. (Tel: 321 5124).

LAS VEGAS:
American Mining and Environmental Convention—October 1975
* Apply: American Mining Congress, 11000 Ring Building, Washington DC.

LOS ANGELES:
Paint Show—29 October-1 November 1975
* Apply: Rbt. Matlack, 121 S. Broad Street, Philadelphia, PA 19107.

1976

CLEVELAND:
American Mining Congress and Coal Show—May 1976
Apply: G. F. Jackson, 1100 Ring Building, Washington DC 20036.

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Section 4

Trade fairs and exhibitions in the United Kingdom

General fairs

1974

BRIGHTON:
International Exhibition and Trade Fair—14-22 September 1974. At Metropole Exhibition Centre
* Apply: Lawson Organisation, Green Dragon House, 64 High Street, Croydon CR9 2UH (Tel. 01-686 5741/2).

Agriculture, forestry, fishing, agricultural machinery

1974

KENILWORTH:
International Dairy Farming Event—24-25 April 1974. At National Agricultural Centre
* Apply: Royal Association of British Dairy Farmers, Rossmore Road, London NW1 6NP (Tel. 01-723 8021).

BELFAST:
107th Annual Show and Industrial Exhibition—22-25 May 1974. At Balmoral, Belfast
* Apply: Royal Ulster Agricultural Society, The King's Hall, Balmoral, Belfast BT9 6GW (Tel. Belfast 665225).

SHEPTON MALLET, SOMERSET:
Bath and West Show—29 May-1 June 1974. At Shepton Mallet
* Apply: Major The Lord Darling, D.L., Secretary, Bath and West and Southern Counties Society, 3 Pierrepont Street, Bath BA1 1LD (Tel. 0225 3010).

MALVERN:
Three Counties Agricultural Society's Show—11-13 June 1974. At Malvern, Worcestershire
* Apply: L. M. Downes, Esq., Secretary, Three Counties Show, The Showyard, Malvern, Worcestershire WR13 6NW (Tel. (068 45) 61731).

INGLISTON:
Royal Highland Show '74—18-21 June 1974. At Royal Highland Showground, Ingliston, Newbridge
* Apply: The Secretary, Royal Highland and Agricultural Society of Scotland, Ingliston, Newbridge, Midlothian EH28 8NF (Tel. 031 334 2286).

NEW COSTESSEY, NORWICH:
Royal Norfolk Show—26-27 June 1974. At Showground, Dereham Road
* Apply: B. Shelley, Secretary, Royal Norfolk Agricultural Association, Showground, Dereham Road, New Costessey, Norwich NOR 45J (Tel. 06055 2000).

KENILWORTH:
Royal Agricultural Show—1-4 July 1974. At National Agricultural Centre, Stoneleigh
* Apply: Royal Agricultural Society of England, National Agricultural Centre, Stoneleigh, Kenilworth, Warwickshire CV8 2LG (Tel. (0203) 56151).

HARROGATE:
Great Yorkshire Show—9-11 July 1974. At Great Yorkshire Showground.
* Apply: R. G. G. English, Esq., Secretary General, Yorkshire Agricultural Society, Cliftonfield, Shipton Road, York YO3 6RA (Tel. (0904) 23166).

BUILTH WELLS:
Royal Welsh Show—23-25 July 1974. At Builth Wells, Llanelwedd
* Apply: J. A. George, Esq., FRAgS., D.B.H.S., Royal Welsh Agricultural Society, Llanelwedd, Builth Wells, Breconshire LD2 3SY (Tel. Builth Wells 3683).

LONDON:
Royal Smithfield Show and Agricultural Machinery Exhibition 1974—2-6 December 1974. At Earls Court
* Apply: Exhibition Department, Smithfield Show Joint Committee, 21/24 Grosvenor Place, London SW1X 7JF (Tel. 01-235 7000).

Aircraft and aeronautical equipment

1974

FARNBOROUGH:
Farnborough International '74—2-5 September (Trade only), 6-8 September (Public). At Royal Aircraft Establishment, Farnborough
† Apply: The Society of British Aerospace Companies Ltd., 29 King Street, St. James's, London SW1Y 6RD (Tel. 01-839 3231).

Building, public works and construction equipment

1974

LONDON:
Public Works and Municipal Services—Congress and Exhibition—18-23 November 1974. At Olympia
† Apply: The Municipal Agency Ltd., 178/202 Great Portland Street, London W1N 6NH (Tel. 01-637 2400).

Chemicals and allied industries, including plastics

1974

LONDON:
OCCA—26—26th Technical Exhibition of the Oil and Colour Chemists' Association—23-26 April 1974. At Olympia
* Apply: R. H. Hamblin, Director and Secretary, Oil and Colour Chemists' Association, Priory House, 967 Harrow Road, Wembley, Middlesex HA0 2SF (Tel. 01-908 1086).

Clothing

1974

MANCHESTER:
Garment Production Exhibition—13-17 May 1974. At Belle Vue. This exhibition has been cancelled.
Apply: U.T.P. Exhibitions Ltd., 36/37 Furnival Street, London EC4A 1JH (Tel. 01-405 4886).

HARROGATE:
M.A.B. Convention and Exhibition—29 September-2 October 1974. At Exhibition Centre
* Apply: K. E. Smith, Esq., Director, Menswear Association of Britain Ltd., 293 Regent Street, London W1R 8BL (Tel. 01-580 2918).

LONDON:
31st Presentation of Children's and Teenage Fashions—30 September-3 October 1974. At R.H.S. Old and New Halls, Westminster, S.W.1
Apply: Teenage, Infants' and Girls' Fashion Fair Organisation, 81 Wimpole Street, London W1M 7DB (Tel. 01-935 2915/7).

LONDON:
45th Junior Fashion Fair International—30 September-3 October 1974. At R.H.S. Old and New Halls, Westminster, S.W.1
Apply: National Children's Wear Association, 40/42 Oxford Street, London W1N 9FJ (Tel. 01-636 1833).

Display and shop equipment

1974

BRIGHTON:
SHOPEX—Self-Service Display Equipment and Shopfitting Exhibition—15-18 September 1974. At Metropole Exhibition Centre
* Apply: Westbourne Exhibitions Ltd., Crown House, London Road, Morden, Surrey (Tel. 01-540 1101).

Engineering, electrical and electronic, including radio and television

1974

LONDON:
Eurocomp Exhibition and Conference—13-17 May 1974. At Brunel University, Uxbridge, Middlesex
† Apply: Business Equipment Trade Association, 109 Kingsway, London WC2B 6PU (Tel. 01-405 6233).

LONDON:
International Instruments, Electronics and Automation Exhibition—13-17 May 1974. At Olympia
† Apply: Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London WC1A 1PB (Tel. 01-242 9011).

LONDON:
Television and Radio Trade Show Week—19-23 May 1974. At various London hotels
* Apply: British Radio Equipment Manufacturers' Association, Twentieth Century House, 31 Soho Square, London W1V 5DG (Tel. 01-734 7471).

BRIGHTON:
Communications '74—Radio and Data Communications Exhibition and Conference—4-7 June 1974. At Metropole Exhibition Centre
† Apply: Business Equipment Trade Association, 109 Kingsway, London WC2B 6PU (Tel. 01-405 6233).

LONDON:
Microforum '74 Exhibition and Conference—18-21 June 1974. At West Centre Hotel, S.W.6
† Apply: Business Equipment Trade Association, 109 Kingsway, London WC2B 6PU (Tel. 01-405 6233).

MANCHESTER:
14th Northern Lighting Exhibition—14-18 July 1974. At City Hall
* Apply: Decorative Lighting Association, Tyn-Pwll, Moelfre, Anglesey, North Wales LL72 8LN (Tel. 0248 88 396).

LONDON:
The Exhibition of the 8th International Congress on Acoustics—24-31 July 1974. At Imperial College, London, S.W.7
Apply: Institute of Physics, 47 Belgrave Square, London SW1X 8QX (Tel. 01-235 6111).

BRIGHTON:
INTERNEPCON U.K. '74—International Electronic Packaging and Production Equipment Exhibition—15-17 October 1974. At Metropole Exhibition Centre
* Apply: Kiver Communications Ltd., 149/55 Ewell Road, Surbiton, Surrey (Tel. 01-390 0281).

LONDON:
International Audio Festival & Fair—28 October-3 November 1974. At Olympia
* Apply: Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London WC1A 1PB (Tel. 01-242 9011).

Engineering, other

1974

LONDON:
Power and Control Exhibition—22-26 April 1974. At Earls Court
† Apply: Commercial Exhibitions and Publications Ltd., Riverside House, Hough Street, Woolwich, London SE18 6LR (Tel. 01-855 7001).

LEICESTER:
Midlands Engineering Exhibition MEX—7-10 May 1974 At Granby Halls
† Apply: Pall Mall Exhibitions Ltd., 84/88 Great Eastern Street, London EC2P 2DJ (Tel. 01-739 2423).

LONDON:
International Mechanical Handling Exhibition—14-21 May 1974. At Earls Court
† Apply: Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London WC1A 1PB (Tel. 01-242 9011).

LONDON:
Bio-Medical Engineering Exhibition—3-5 September 1974. At Imperial College
† Apply: U.T.P. Exhibitions Ltd., 36/37 Furnival Street, London EC4A 1JH (Tel 01-405 4886).

LONDON:
International Metal Working '74 Exhibition—12-20 September 1974. At Olympia
† Apply: R. W. Boardman (Exhibitions) Ltd., 178-202 Great Portland Street, London W1N 6NH. (Tel. 01-637 2400).

LONDON:
6th International Diecasting Exhibition—29 October-1 November 1974. At Olympia
† Apply: Macks-Brooks Exhibitions Ltd., 62/64 Victoria Street, St. Albans, Hertfordshire AL1 3XT (Tel. 56 63213).

LONDON:
European Engineering Components Exhibition—29 October-1 November 1974. At Olympia
Apply: Mack-Brooks Exhibitions Ltd., 62/64 Victoria Street, St. Albans, Hertfordshire AL1 3XT (Tel. 56 63213).

MANCHESTER:
4th National Automated Production Exhibition APEX '74—11-15 November 1974. At Belle Vue
* Apply: Exhibitions For Industry Ltd., 157 Station Road, East, Oxted, RH8 0QE (Tel. (988) 4371).

Foodstuffs, food machinery, hotel and catering equipment

1974

LONDON:
London Meat Trades Fair—12-15 May 1974. At R.H.S. Old and New Halls, Westminster, S.W.1
† Apply: Brintex Exhibitions Ltd., 178/202 Great Portland Street, London W1N 6NH (Tel. 01-637 2400).

MANCHESTER:
Licensed Victuallers' Trade and Catering Exhibition—3-7 June 1974. At Belle Vue
* Apply: 'The Morning Advertiser', 57 Effra Road, London SW2 1DA (Tel. 01-733 3186).

LONDON:
International Confectionery, Tobacco and Newsagency Exhibition—4-6 June 1974. At R.H.S. New Hall, Westminster, S.W.1
Apply: Retail Confectioners' Association Publications and Exhibitions Ltd., 53 Christchurch Avenue, North Finchley, London N12 0DH (Tel. 01-445 6344).

LONDON:
Meat Industry Exhibition—5-7 December 1974. At Olympia
† Apply: Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London WC1A 1PB (Tel. 01-242 9011).

Footwear

1974

LONDON:
London International Footwear Fair' 74—29 September-2 October 1974. At Olympia
* Apply: Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London WC1A 1PB (Tel. 01-242 9011).

HARROGATE:
BBSI—ISMEX—International Shoe Machinery and Components Exhibition and Conference—30 October-2 November 1974. At Exhibition Halls
Apply: Shoe and Leather News (Exhibitions) Ltd., 84/88 Great Eastern Street, London EC2P 2DJ (Tel. 01-739 2071).

Furniture, furnishings, household equipment and hardware

1974

LONDON:
Decor International—International Contract Furnishing and Interior Design Exhibition—23-27 June 1974. At Olympia
† Apply: Westbourne Exhibitions Ltd., Crown House, London Road, Morden, Surrey (Tel. 01-540 1101).

MANCHESTER:
The 1974 British Furniture Manufacturers' Exhibition—24-27 June 1974. At Belle Vue and City Hall
* Apply: British Furniture Manufacturers' Exhibitions Ltd., 17 Berners Street, London W1P 4DY (Tel. 01-580 5115).

HARROGATE:
The Northern Floor Coverings Fair—3-6 September 1974. At Exhibition Halls
* Apply: Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London WC1A 1PB (Tel. 01-242 9001).

Handicrafts

1974

LONDON:
22nd International Handicrafts and Do-It-Yourself Exhibition—23 August-7 September 1974. At Olympia
* Apply: A. J. Kreps, Esq., Link House Publications Ltd., Link House, Dingwall Avenue, Croydon, CR9 2TA (Tel. 01-686 2599).

Heating and ventilating

1974

LONDON:
International Heating, Ventilating and Air Conditioning Exhibition HEVAC—22-26 April 1974. At Olympia
† Apply: Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London WC1A 1PB (Tel. 01-242 9011).

Hospital, medical, surgical and dental equipment

1974

LONDON:
International Hospital and Health Services Exhibition—11-14 June 1974. At Earls Court
† Apply: Contemporary Exhibitions Ltd., 21 Park Square East, Regents Park, London NW1 4LH (Tel. 01-935 8200).

Jewellery and giftware

1974

LONDON:
6th International Gifts Fair London—18-22 August 1974. At Earls Court
* Apply: Trade Promotion Services Ltd., Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (Tel. 01-855 9201).

LONDON:
Wholesale Buyers' Gifts Fair—24-28 November 1974. At Mount Royal Hotel
* Apply: Trade Promotion Services Ltd., Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (Tel. 01-855 9201).

Leather, leather goods and fur

1974

LONDON:
Leather Expo '74—11-13 June 1974. At Earls Court
* Apply: The Leather Institute, Leather Trade House, 9 St. Thomas Street, London, S.E.1 (Tel. 01-407 1582).

Motor vehicles, motor cycles and cycles

1974

LONDON-
International Commercial Motor Transport Exhibition—20-28 September 1974. At Earls Court
† Apply: The Society of Motor Manufacturers and Traders Ltd., Exhibition Department, 21/24 Grosvenor Place, London SW1X 7JF (Tel. 01-235 7000).

LONDON:
International Motor Exhibition '74—16-26 October 1974. At Earls Court
* Apply: The Society of Motor Manufacturers and Traders Ltd., Exhibition Department, 21-24 Grosvenor Place, London SW1X 7JF (Tel. 01-235 7000).

Music and musical instruments

1974

BRIGHTON:
British Musical Instrument Trade Fair—7-11 July 1974. At Metropole Exhibition Centre. PLEASE NOTE CHANGE OF DATES AND VENUE
* Apply: D. A. Michell, F.C.A., Secretary, 62 Park View, Hatch End, Pinner, Middlesex HA5 4LN (Tel. 01-428 4700).

Packaging machinery and materials, including containers

1974

LONDON:
International Packaging Exhibition PAKEX—3-7 June 1974. At Olympia
† Apply: Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London WC1A 1PB (Tel. 01-242 9011).

Scientific instruments and nuclear equipment

1974

LONDON:
Laboratory Equipment Exhibition LABWARE—24-26 September 1974. At West Centre Hotel, S.W.6
* Apply: Labware—B.L.W.A. Ltd., Exhibition Secretary, 28 Worple Road, London SW19 4EE (Tel. 01-947 5733).

Sports goods and camping equipment, including caravans

1974

LONDON:
International Caravan and Camping Show—7-16 November 1974. At Earls Court
* Apply: Associated Newspapers Ltd., Exhibition Department, Temple House, Temple Avenue, London EC4Y 0JA (Tel. 01-353 4000).

LONDON:
British Sports Trade Fair—10-13 November 1974. At R.H.S. Old and New Halls, Westminster, S.W.1
* Apply: Mr. A. H. Spink, Federation of British Manufacturers of Sports and Games Ltd., 145 Oxford Street, London W1R 1TB (Tel. 01-437 7281).

Textiles and textile machinery

1974

LONDON:
International Domestic and Commercial Textiles Exhibition DACTEX—27-31 October 1974. At Olympia
* Apply: Exhibition Managements Ltd., 159 Mortlake Road, Kew TW9 4AP (Tel. 01-876 8661).

Watches and clocks

1974

LONDON:
International Watch and Jewellery Trade Fair—8-12 September 1974. At Royal Lancaster Hotel. PLEASE NOTE CHANGE OF DATES AND VENUE
* Apply: Gay MacGoey, Exhibition Manager, Watchmaker, Jeweller and Silversmith, 40 Bowling Green Lane, London EC1R 0NE (Tel. 01-837 3636).

Other specialised fairs

1974

HARROGATE:
British Pet Trade Fair—21-23 April 1974. At Exhibition Centre
* Apply: John Yates, Esq., John Yates Publications, Old Colony House, South King Street, Manchester M2 2DA (Tel. 061-834 8451).

LONDON:
International Fire and Security Exhibition and Conference—22-26 April 1974. At Royal Lancaster Hotel
† Apply: Victor Green Publications Ltd., 44 Bedford Row, London WC1R 4BR (Tel. 01-405 1142).

HARROGATE:
International Industrial Safety Trade Exhibition—15-17 May 1974. At Exhibition Centre
* Apply: Royal Society For The Prevention of Accidents, Royal Oak Centre, Brighton Road, Purley, Surrey CR2 2UR (Tel. 01-668 4272).

LONDON:
INTERNAVEX '74—Audio Visual Aids Exhibition—16-19 July 1974. At Olympia
* Apply: National Committee For Audio Visual Aids in Education, 33 Queen Anne Street, London W1M 0AL (Tel. 01-636 5742/3).

LONDON:
Chelsea Antiques Fair—10-21 September 1974. At Chelsea Town Hall
Apply: Antique Dealers (Exhibitors and Organisers) Ltd., 21 George Street, St. Albans, Hertfordshire (Tel. 56 56069).

HARROGATE:
The 24th Northern Antique Dealers' Fair—12-19 September 1974. At Royal Baths Assembly Room
* Apply: Northern Antique Dealers' Fair Ltd., 408 Leeds Road, Bradford BD3 9RE (Tel. 0274 23223).

STOKE-ON-TRENT:
Ceramic Plant, Machinery and Materials Exhibition INTERCERAMEX '74—16-19 September 1974. At Trentham Gardens
† Apply: British Ceramic Plant and Machinery Manufacturers' Association, P.O. Box No. 9, Sunbury on Thames, Middlesex (Tel. 76 83280).

LONDON:
Offshore International '74 Exhibition—7-11 October 1974. At Olympia
Apply: Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London WC1A 1PB (Tel. 01-242 9011).

LONDON:
International Cleaning and Maintenance Exhibition EUROCLEAN—15-18 October 1974. At Olympia
† Apply: Turret Press Ltd., Exhibitions Division, 886 High Road, Finchley, London N12 9SB (Tel. 01-446 2411).

Trade Information

ECGD News

☐ South Africa: £18 million loan for plant and equipment

The Export Credits Guarantee Department has guaranteed an £18 million loan to the Department of Finance, South Africa. It will enable UK exporters to secure orders for plant and equipment – primarily railway equipment – to be used in various South African Government projects.

Repayment of the loan will be over five years from the mean date of delivery of each contract. To qualify under this line of credit orders must be placed before 23 April 1976.

Finance for the loan was arranged by Hill Samuel and Co. Ltd. on behalf of a consortium of UK banks consisting of National Westminster Bank Ltd., William and Glyns Bank Ltd., Barclays Bank Ltd., Lloyds Bank Ltd., Midland Bank Ltd. and The Royal Bank of Scotland Ltd.

Exporters interested in further details of this facility should contact either ECGD, Mr. J. Silberston (tel. 01-606 6699, ext. 7173) or Hill Samuel, Mr. C. Mansell (tel. 01-628 8011).

☐ Chocolate factory machinery for Brazil

A £1 million loan for the purchase of machinery for a new factory at Ilheus, about 100 miles south of Salvador in the heart of Brazil's main cocoa growing region, has been guaranteed by the ECGD. The factory will produce 80 tons of unsweetened chocolate every 24 hours.

The supply contract is between Lewis and Peat (Overseas) Ltd. and Barretto de Araujo Productos de Cacao SA, Brazil. Finance for the loan was arranged by Guinness Mahon on behalf of National Westminster Bank. Repayment will be over five years from commissioning, expected to be in 1975.

☐ Mexico to increase electric power output

The Export Credits Guarantee Department has guaranteed a £1 million loan for the purchase of shunt reactors together with associated equipment and spares.

The contract, between Parsons Peebles Ltd. and Comision Federal de Electricidad, Mexico City, is part of a power expansion programme.

Repayment of the loan will be over 10 years from delivery of the reactors, which is expected to be later this year. Finance for the loan was negotiated by Lazard Brothers and Co. Ltd. on behalf of The Royal Bank of Scotland Ltd.

☐ Flight simulator for Scandinavian Airlines

The Export Credits Guarantee Department has guaranteed the loan of over £600,000 for the purchase of a DC10 flight simulator. The simulator is being purchased by Scandinavian Airlines System, Sweden, from the Link-Miles Division of Singer Co. (UK) Ltd.

Barclays Bank is supplying the finance for the loan, which is repayable over five years from acceptance, scheduled for 1975.

J. Macdonell, director of Hill Samuel, and Yugoslav officials, at the signing of a financial agreement at Hill Samuel's London office. Three bulk carriers are to be built by Sunderland Shipbuilders for a total of £27 million – the largest order placed overseas by Yugoslav ship owners. Including a fourth ship of the same type for which the contract was signed last year, the total order by Jugooceanija of Kotor amounts to more than £33 million. Loans for a large proportion of the contracts are being backed by the ECGD.

Mixed companies in Romania: study published

The East European Trade Council announce the publication of a study on 'Mixed Companies in Romania'.

This study, which appraises recent Romanian legislation, stems from a symposium on Anglo-Romanian Industrial Co-operation in October 1972 organised by the Great Britain/East Europe Centre in conjunction with the EETC and the Centre for Contemporary European Studies at the University of Sussex. As a result of that symposium, at which the British team was led by Sir Montague Prichard, chairman of the Perkins Engines Group, the Great Britain/East Europe Centre and the Council commissioned Mr. Christopher Prout of Sussex University to prepare this study, which interprets the Romanian Decrees of November 1972 facilitating the establishment of joint stock companies in Romania with Western participation.

Romania was the first Socialist country actively to encourage Western equity capital participation in its domestic industry and already some mixed companies have been established.

Throughout its preparation, this work, copies of which are available freely on request from the East European Trade Council, 21 Tothill Street, London SW1, has enjoyed the active support of Ministers in Bucharest and London, of the Romanian Embassy in London and the British Embassy in Bucharest, as well as leading industrialists in both countries.

Applications for temporary exemption from import duty

The Department of Trade is considering an application for the temporary exemption from import duty of the material listed below on the grounds that this material is not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for this material, or who are interested in its future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by 16 May.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.04	Ethanediol	Monoethylene glycol	31 December 1974	14912

Suspension of anti-dumping duty on zirconium dioxide

The Department of Trade, having taken account of the current market situation, has made an order suspending for a period of 12 months the anti-dumping duty on imports of zirconium dioxide originating in the Union of Soviet Socialist Republics. This duty was imposed from 8 August 1970 by the Anti-Dumping Duty (No. 2) Order 1970.

The new order, the Anti-Dumping Duty (Temporary Suspension) (No. 2) Order 1974 (SI 1974 No. 724), comes into operation on 24 May 1974. Before the end of the 12-month period the Department will review the suspension of the duty.

Copies of the order will be obtainable from HMSO, 49 High Holborn, London WC1 (price 2p), or by post from HMSO, PO Box 509, London SE1 (price 5p).

Dubai: project list

A new list, prepared by the British Embassy at Dubai, of major development projects in progress or at the planning stage has been received. Copies of this and of similar lists compiled for other Middle East countries (Abu Dhabi, Bahrain, Kuwait, Oman, Qatar and Saudi Arabia) by the British Embassies concerned are available.

EDB ext. 7016/7017/7025

Motoring to Switzerland?

The Swiss authorities revoked on 14 March 1974 the temporary speed restrictions imposed on 17 November 1973. The maximum speed limit on motorways has been fixed until 31 December 1975 at 130 km/h unless a lower limit is indicated.

The requirement prohibiting the entry of a foreign registered vehicle unless its fuel tank is two-thirds full, notified in *Trade and Industry*, 17 January 1974, has also been repealed, together with the economy measures imposed by an Order of 21 November 1973 on the consumption of motor and other liquid fuels. **CRE ext. 5340/5341**

CRE Commercial Relations and Exports Divisions
Tel. 01-222 7877 (extension at end of each notice)

EDB Export Data Branch, Export Services Division
Tel. 01-248 5757 (extension at end of each notice)

Canada: trade marks law revision

A study entitled 'A Working Paper on Trade Marks Law Revision' has been prepared in Canada for the Department of Consumer and Corporate Affairs by a group of outside consultants after discussion with departmental officials and various interested parties in the private sector. The Working Paper makes recommendations for a more flexible trade mark system that meets both the present needs of Canadian businessmen and also promotes the consumer's interests. The Minister of Consumer and Corporate Affairs has stated that the paper does not necessarily represent the governmental view and he has invited all interested individuals and groups to submit comments on the paper to the Commissioner of Patents by 30 June 1974.

A copy of the Working Paper is available for consultation in the Chancery House Annex of the Science Reference Library (Holborn Branch), Chancery House, Chancery Lane, London WC2A 1AY.

Indonesia: UK loan of £8 million

In accordance with an assurance given last year by HM Government to the Republic of Indonesia for £12 million of capital aid, £8 million has now been approved for development projects. The £12 million consists of £4 million for programme aid and the £8 million for development projects.

CRE ext. 5253/3348

German Democratic Republic and Turkey

East Germany and Turkey have signed a trade protocol which calls for bilateral exchanges worth $30 million during the 1974-75 period. Under the agreement the GDR will sell mainly cast iron, machine tools, heavy equipment and some types of machinery; Turkey will sell agricultural products including citrus fruits, hazelnuts and cotton. There is no further information available. **CRE ext. 5338**

Turkey and Czechoslovakia

Turkey and Czechoslovakia have signed a trade protocol which calls for bilateral exchanges worth $60 million during 1974-75. Czechoslovakia will sell mainly blooms and billets, man-made fibres, paper, steel products, pipes, machinery and equipment, assorted types of raw materials, and capital goods; Turkey will sell tobacco, cotton, citrus, raisins, mohair, minerals and certain industrial products. No further details available. **CRE ext. 5338**

Algeria and Mauritania

The Algerian *Official Journal*, 15 March 1974, announced the ratification of the tariff and trade agreement between Algeria and Mauritania which was signed in Algiers on 12 November 1973, and which replaces the trade agreement between the two countries of 20 January 1972. The agreement is valid for one year, and is tacitly renewable annually, unless three months written notice is given by either country. Details in French, including indicative lists of products which may be imported free of duty into each country, are available to British exporters. **EDB ext. 420/475**

Tariff and Trade Notices

Luxembourg

Animal feedstuffs: regulation on additives

Luxembourg Memorial No. A17 of 22 March 1974 published a regulation dated 8 March 1974, concerning additives in animal feedstuffs. The regulation came into force on 22 March 1974. An English translation is being prepared, but copies of the regulation (in French) are available. **EDB ext. 288/466/467**

Austria

Paper and paperboard: duties

The Austrian Federal Ministry for Commerce, Trade and Industry has announced in *Bundesgesetzblatt* 209 of 4 April 1974 that the duty-free quota established in accordance with Protocol 1 of the EEC/Austria Free Trade Agreement for goods classified under tariff heading 48.05 originating in the United Kingdom has been exhausted. Imports originating in the United Kingdom will therefore be liable for duty.

48.05	Paper and paperboard, corrugated (with or without flat surface sheets), creped, crinkled, embossed or perforated, in rolls or sheets:	
	A. Parchment paper (pergamyn), goffered or embossed	4.7% the duty not to be more than A. Sch 30 per 100 kg
	B. Other	4.7%

These duties will apply until 31 December 1974 or until the higher rates of duty provided for in Article 6 of Protocol 1 are invoked. A new duty-free quota will be opened on 1 January 1975. **EDB ext. 458/461**

Spain

Home compensation tax

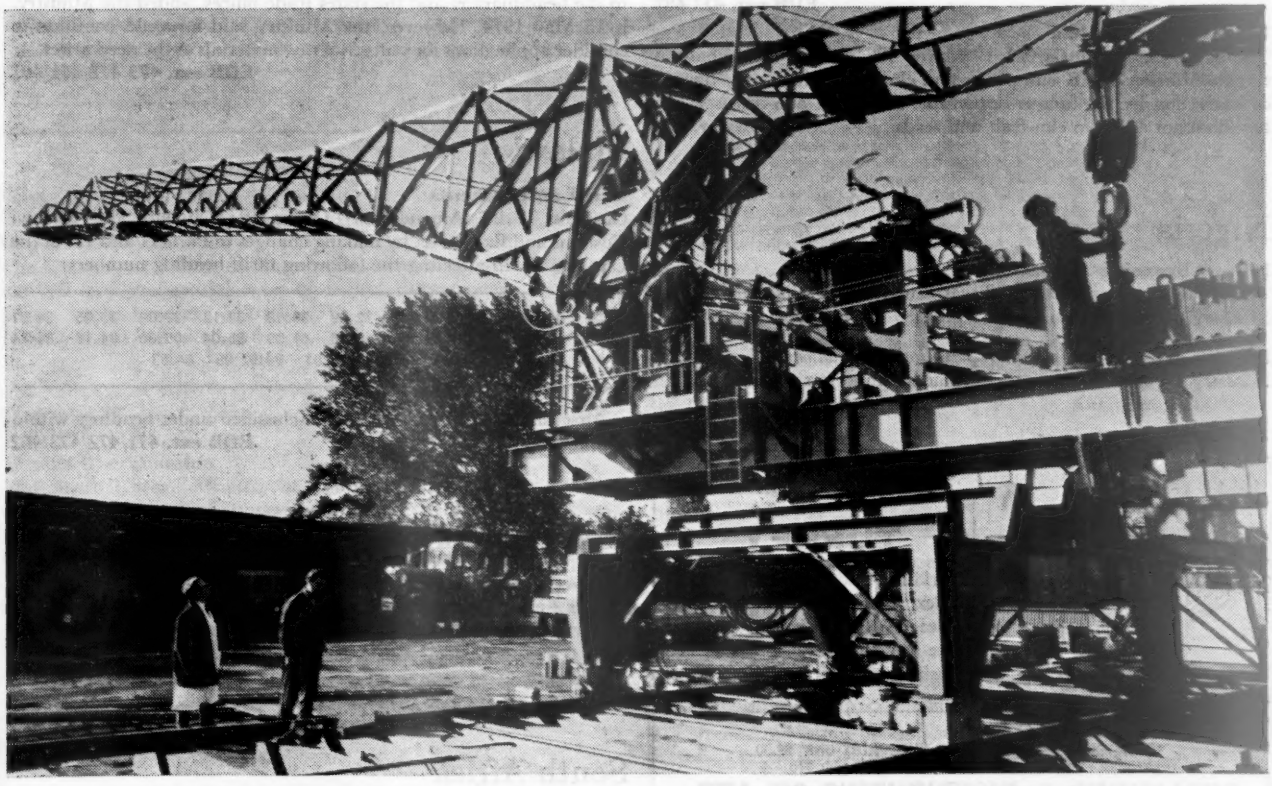
Notice was given in *Trade and Industry*, 14 February 1974, page 282, of a temporary reduction in home compensation tax levy to 1.5 per cent on tariff headings 10.03.B barley (other), 10.04.B oats (other), 10.07.B.2 sorghum (other), and ex 10.07.C millet, valid until 3 April 1974. The Spanish *State Gazette*, 23 April 1974, announced the extension of validity from 4 April until 3 July 1974.

The same *State Gazette* announced the reduction to 1.5 per cent home compensation tax levy on newsprint, tariff heading 48.01.D.31, valid from 1 April until 30 June 1974. **EDB ext. 462/471/472/473**

Yugoslavia

Mechanical equipment and health equipment: duty reduced

Mechanical equipment. The Yugoslav *Official Gazette* has reported that the import duties on specific equipment used in the processing and ennobling of non-metallic raw materials have been reduced to 5 per



Two travelling tipper stackers for offloading coal at a new distribution depot on the River Liffey, near Dublin, have been designed and built by Laing Fabrication, Boreham Wood, Herts., in conjunction with mechanical handling engineers Crone and Taylor, St. Helens, Lancashire. The stackers travel on rails and are part of a conveyor system for offloading coal from ships' bunkers into stockpiles and from there to vehicle loading hoppers. To minimise coal breakages the boom is raised or lowered hydraulically and the tip is fitted with a hydraulically-operated 'droop snoot'.

cent. The new rates will apply until 31 December 1975. The following tariff numbers are affected:

84.10/2	84.10/3	84.10/5	84.10/7	84.11/1b
84.11/2	84.13/1a	84.17/1d	84.17/1j	84.18/2b
84.19/2	84.20/1	84.21/3	84.21/4g	84.22/1a
84.22/5c	84.22/5e	84.23/4b	84.23/7	84.23/12
84.35/4	84.41/9	84.41/10	84.45/1c(3)	84.45/2a(5)
84.45/2c(2)	84.45/2e(3)	84.45/21	84.46/5	84.47/12
84.50/4	84.56/1	84.56/3	84.56/4	84.56/5
84.56/7	84.57/1	84.57/2a	84.57/2b	84.57/2c
84.59/2c	84.59/2m	84.61/2	85.11/1a	85.11/3
85.19/5	85.22/2c	86.02/1	87.02/3c(1) up to 3.	
87.03/11	87.07/2	90.12/1	90.16/6	90.18/2
90.20/1 90.28	90.20/5	90.22/3	90.25	90.26/2b

Health equipment. Some equipment used for personal health care has been granted relief from import duty. The following tariff numbers are affected:

85.22/2c	90.17/1	90.18/2	90.19/1

EDB ext. 466/467/288

Greece

Ginned cotton: import licensing
The Greek Government has added ginned cotton (tariff class 55.01 B) to the list of items on restricted import list 'A', for which a special import permit is needed. **EDB ext. 423/482**

Cosmetics
Copies are available of a translation of a special ruling by the Greek Laboratory for the Control of Medicines which indicates which proprietary preparations come under the category of cosmetics, and are, therefore, subject to the provisions of Article 3 et seq of Legislative Decree 96 of 1973 (see *Trade and Industry*, 3 January 1974).
EDB ext. 423/482

UK elms: import ban
The Greek *Government Gazette*, 19 March 1974, announced a ban on the importation of UK elm plants and elm wood, due to the danger of infestation by the fungus responsible for Dutch elm disease. The ban does not apply to elm fruit and seeds. **EDB ext. 482**

Nigeria

Import licensing regulations
The following press release 388 was issued by the Nigerian Federal Ministry of Information on 10 April 1974:

Importers urged to comply with import licence regulations. The Federal Ministry of Trade has again reminded importers of the need to submit to it duly completed application forms before they could obtain import licences.

Drawing the attention of the importers and the general public to the Legal Notice 20 of 1974 (notification of which was published in *Trade and Industry*, 18 April 1974, page 142) the Ministry enjoined applicants to request their bankers to send directly to its office a report of their credit worthiness and main lines of business.

In a public notice issued recently, the Ministry said importers should indicate the amount they would require for each specific item applied for and the business or registered address.

Applicants outside Lagos, the Ministry said, are enjoined to obtain from and submit their applications to the Federal Trade Offices in the states. It added that no direct application from any firm outside Lagos would be entertained at the headquarters.

Any restricted imports shipped in contravention of the licencing regulations would be strictly subjected to the prescribed penalties, the Ministry warned.

The closing date for the submission of completed application forms to the headquarters and the states trade offices, added the Ministry, is 15 May 1974. However, the Ministry said it would continue to consider applications for industrial raw materials as the need arises.
EDB ext. 473/472/471/462

Malawi

Tariff amendments
Customs Tariff (Amendment) Order 1974 amends the Malawi Customs and Excise Act by making changes to Parts II and III of the Customs Tariff affecting the following tariff heading numbers:

04:07	09:04	16:03	21:03	22:09	30:03	32:12	33:03	33:05	34:01
34:05	59:07	59:11	60:02 to 60:06		61:09	85:04	85:06	84-17	84-24
84:30	84:40	84:41	84:52	84:52:01		84:52:98	84:53		

Air-cushion vehicles have been re-classified under headings within chapters 86, 87, 89. **EDB ext. 471/472/473/462**

Mozambique

Import duties: correction
A notice in *Trade and Industry*, 11 April 1974, page 98, stated that all import duties had been increased by 2 per cent. This should have read that the General Customs Surcharge had been increased by 2 per cent. **EDB ext. 460/461**

South Africa

Paper and paperboard: customs tariff application
Customs Tariff Application List 625 published in the South African *Government Gazette*, 26 April 1974, contains an application to the

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, 1 Victoria Street, London SW1H 0ET (tel: 01-222 7877); and Export Data Branch (EDB), Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

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Board of Trade and Industries for increase in duty on certain impregnated or coated paper and paperboard.

British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to CRE.

CRE ext. 5274

Tariff changes

The following amendments were published in the South African *Government Gazette*, 11 April 1974:

R606 BN 73.27: Specific provision is made for enamelled woven wire material with 4 or more but not exceeding 6 apertures per cm in the warp as well as in the weft, woven from iron or steel wire with a cross-sectional dimension of 0.2 mm or more but not exceeding 0.25 mm, of a width not exceeding 10 cm and the duty thereon is reduced from 15% to free.

BN 85.06: Specific provision, free of duty, is made for citrus juice extractor bases consisting of a geared electric motor, housing of atrificial plastic material and pressure operated switch, of a f.o.b. price not exceeding R6 each.

INDUSTRIAL REBATES

R593 BN 29.08: Provision is made for a rebate of the full duty on dichloroethyl ether, for the manufacture of quaternary ammonium compounds.

BN 29.14: Provision is made for a rebate of the full duty on glycidal ester of synthetic tertiary carboxylic acid for the manufacture of colour, paint, varnish and allied products.

BN 28.10; 29.03, 04/06/09/34 and 35: Provision is made for a rebate of the full duty on orthophosphoric acid, paratoluenesulphonic acid, resorcinol, 4,4'–isopropylidenediphenol, epichlorohydrin, furfuryl alcohol, isopropyl alcohol, glycidal ester of synthetic tertiary carboxylic acid, diethylaluminium chloride and ethylaluminium sesquichloride-D, for the manufacture of synthetic resins and artificial plastics.

R594 BN 73.37 and 84.61: The provision for a rebate of duty on fuel regulators for the manufacture of fuel oil air heaters is withdrawn and provision is made for a rebate of duty on oil control valves for the manufacture of fuel oil air heaters with retrospective effect to 12 October 1973.

GENERAL REBATES

R595 BN 03.01: The reference in item 410.03/03.01 to the Sea Fisheries Act, 1940, and the Sealing and Fishing Ordinance 1949, of South West Africa, is substituted by a reference to the Sea Fisheries Act, 1973.

R607 BN 85.06: The provision for a rebate of duty on certain fruit juice extractor bases is withdrawn.

SPECIFIC REBATES AND REFUNDS OF EXCISE DUTIES.

R596 It is made clear that acetic acid can be entered under rebate of excise duty in terms of item 607.04.

EDB ext. 471/472/473/462

Singapore

Import duty abolitions

The Singapore Minister of Finance has announced the abolition of the full and preferential rates of import duty payable on goods falling under headings 512 210, 512 242, 662 451-9, 729 111-9, 812 425-2 and 812 425-3. **EDB ext. 401/468/469**

South Korea

Import liberalisation

The South Korean Ministry of Commerce and Industry has announced the removal of import duty from 2,179 items under the new tax favour system to assist the supply of essential commodities. Of the total, 1,754 items are parts, components and accessories for the manufacture of motor vehicles, 93 are parts and components for production of farming equipment, and 332 are for 12 unspecified in-industry lines. No further information is available.

Raw materials. The Ministry of Commerce and Industry has announced the removal of import restrictions on 28 raw materials until the end of the year unless otherwise indicated. The items are as follows:

Nylon F yarn. Polyester F yarn. Polyester fibre. Sewing thread. Acrylic fibre. Polypropelene fibre. Polypropylene F yarn. Worsted yarn. Woollen yarn. Worsted fabrics. Woollen fabrics. Silk fabrics. P/C cloth. Synthetic weftknitted fabrics. Boxes of corrugated paper board. Kraft paper. Tissue paper. Prepared rubber accelerator. Leather Formalin. PVC resin. Tin plated steel sheets. Industrial urea. PVC sheets. Wig nets. Insert butterfly. Rayon boa, and rubber thread and cord. **EDB est. 420/475**

Japan

Carbonated drink bottles: safety standards

The Japanese Ministry of Agriculture and Fisheries has issued new safety standards for carbonated drink bottles. The standards are effective immediately. An unofficial summary of the main points is available to British exporters. **EDB ext. 420/475**

Food containers and frozen food: testing standards

Copies of the following unofficial translations of testing procedures are available to British exporters.

Food container testing standards (see *Trade and Industry*, 21 March 1974, page 524).

Frozen food compositional standards.

Neither translation is a self-contained document but contains references to other regulations not yet available either in Japanese or English. **EDB ext. 420/475**

Australia

Automatic dry-cleaning machines: clarification of previous notice

A notice in *Trade and Industry*, 18 April 1974, stated that the Australian Tariff Board has recommended that automatic dry-cleaning machines be admitted under by-law. This should have read, automatic dry-cleaning machines, tariff item 84.40.4, which use perchlorethylene as the cleaning solvent, be admitted under by-law.
Ref. CRE 2153/73 **CRE ext. 5318/5319**

Photographic film and paper: dumping

A notice in *Trade and Industry*, 9 November 1972, stated that a reference had been made to the Tariff Board on dumping of unexposed sensitised photographic paper and film other than cinematographic film (tariff items 37.01, 37.02 and 37.03). The Australian Minister for Customs and Excise has accepted the findings of the Board as follows:

(i) in relation to diazo film and paper
  a these goods have been sold to persons in Australia at an export price which is less than the fair market value in the country of exportation;
  b the exportation of diazo paper only has caused and is threatening injury to Australian industry;
  c dumping duties should be applied to diazo paper; and
(ii) other goods under reference have generally not been sold to persons in Australia at an export price which is less than the normal value in the country of export.

The Minister accordingly will publish notices in the Australian *Government Gazette*, 23 April 1974:

(i) specifying photographic paper sensitised with a coating of diazonium salts exported to Australia on or after 6 May 1974 as subject to dumping duty;
(ii) revoking the existing dumping notices on X-ray photographic plates and film and sensitised photographic film and paper with effect from 9 April 1974.

Ref. CRE 2166/72 **CRE ext. 5318/5319**

Paper and paperboard: Tariff Board inquiry result

A notice in *Trade and Industry*, 9 November 1972, reported a reference

Hints to businessmen

DTI's *Hints to Businessmen* booklets cover over 100 countries individually, and provide invaluable information on such subjects as industries, economic factors, the nature and extent of imports and exports, population, travel, hotels, climate, currency and public holidays. Copies are available free to British businessmen visiting any country on export business. Apply to: Export Services Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 7146).

Sir Murray Porter, Agent-General for Victoria, chatting with Guides and Brownies after unveiling a stone at Donnington Church, Lincolnshire, commemorating the birth of Captain Matthew Flinders at Donington 200 years ago. The stone was taken from Port Phillip Bay and presented to the church by the Matthew Flinders Bicentenary Citizens' Council for the State of Victoria. Captain Flinders is famed for his explorations in Australian waters. The commemorative plate on the right was designed for the Australian market by Josiah Wedgwood and Sons Ltd. Barlaston, Stoke-on-Trent. It is an 8 in. plate in pale blue Jasper with white hand-applied bas-relief ornamentation.

to the Australian Tariff Board on paper and paperboard (tariff items 48.01.920, 48.03.200, 48.03.900, 48.05.300, 48.05.900, 48.06, 48.07.620, 48.07.710, 48.07.720 and 48.07.790). As a result of the inquiry changes have been made in the customs tariff affecting the rates of duty. Full details will be published as soon as possible: in the meantime brief details only are available. Ref. CRE 2165/72

CRE ext. 5318/5319

Woven man-made fibre fabrics: Tariff Board inquiry result

A notice in *Trade and Industry*, 30 September 1971, reported a reference to the Australian Tariff Board on woven man-made fibre fabrics (tariff items 50.09.9, 50.10.9, 51.04.4, 51.04.5, 51.04.9, 55.09.4, 56.07.9, 59.08.3, 59.08.9). As a result of the inquiry changes have been made in the customs tariff affecting the rates of duty. Full details will be published as soon as possible; in the meantime brief details only are available. Ref. CRE 1795/71 **CRE ext. 5318/5319**

Cigarette tissue paper: Tariff Board inquiry result

A notice in *Trade and Industry*, 11 November 1971, reported a reference to the Australian Tariff Board on cigarette tissue paper falling within chapter 48. As a result of the inquiry changes have been made in the customs tariff affecting the rates of duty. Full details will be published as soon as possible; in the meantime brief details only are available. Ref. CRE 1761/71 **CRE ext. 5318/5319**

New Zealand

Import licensing schedule 1974-75

The New Zealand import licensing arrangements for the year 1 July 1974 to 30 June 1975, have been announced.

Allocations will generally be at 120 per cent of 1973-74 licences, but in some cases allocations below the general schedule level have been made. If during the year the licensing provision under any item appears to be inadequate, urgent consideration will be given to the need to issue additional licences.

'D' category items (for which applications were considered only in exceptional circumstances) have been eliminated, and the previous 'D' items have been converted to either 'C' items (applications considered individually) or basic items.

The token licence scheme has been discontinued and existing token licences will be converted to basic licences.

An assurance (subject to review in emergency) is given to importers, for specified items over a three-year period commencing 1 July, that in each of the three years they will receive a licence to a level of at least that granted by way of basic licence for the 1974-75 period.

The following new exemptions from import licensing, effective from 1 July 1974, are created:

Stapling machines
Microphones and stands, earphones and headphones
Cricket bats and hockey sticks
Indoor and outdoor bowls
Billiard, snooker and pool balls
Rubber facings for table-tennis bats
Asbestos millboard not exceeding $\frac{1}{4}$ in. in thickness, etc.
Vehicle tyre chains
Welded chain (ie up to 1 in. in diameter) (other than conveyor chain; knotted link chain, including dog chain)
Spray units for printing presses
Ferro alloys
Capacity measures of pewter
Wrought iron fencing flats $1\frac{1}{4}$ in. x $\frac{5}{16}$ in.
Pick-up cartridge for use in record players
Some additional tyre sizes

Import licensing is re-imposed immediately on industrial knitting machines.

The establishment of an allocation for certain crockery items has been deferred, pending a decision on recommendations made by the Tariff and Development Board.

British exporters with inquiries should give a detailed description of the goods in which they are interested and quote the Brussels nomenclature number if known. Applications for information will be dealt with in order of receipt. **EDB ext. 401/468/469**

CRE Commercial Relations and Exports Divisions
Department of Trade
1 Victoria Street, London SW1H 0ET
Tel. 01-222 7877

EDB Export Data Branch, Export Services Division
Department of Trade
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757

Ink, precious stones, screwdrivers: customs tariff changes

The New Zealand Government has issued Customs Tariff Amendment Orders (Nos. 59, 60 and 61) 1974, which came into force on 22 March 1974, amending tariff items 32.13.001, 32.13.009, 32.13.101, 32.13.109, 71.02.301 and 82.04.031 to read as follows:

CHAPTER 32

Tanning and dyeing extracts; tannins and their derivatives; dyes, colours, paints and varnishes; putty, fillers and stoppings; inks

Number	Description	Unit	Rates of duty: British preferential	Most favoured nation	General tariff
32.13	Writing ink, printing ink and other inks:				
	Printing ink:				
32.13.002	Black news ink, the current domestic value of which does not exceed that specified by the Minister	lb	25% *or* †	..	45% *or* †
32.13.003	*per lb*	lb	5c less 20%	..	5c
32.13.007	Other	lb	25% *or* †	50% *or* †	60% *or* †
32.13.008	*per lb*	lb	35c less 25%	35c	35c
	Other inks:				
32.13.101	Stencilling inks and inks for the like purposes	lb	25%	50%	60%
32.13.109	Other	..	25%	50%	60%

† Where alternative rates are shown the rate is that which returns the higher duty.

CHAPTER 71

Pearls, precious and semi-precious stones, precious metals, rolled precious metals, and articles thereof; imitation jewellery

Number	Description	Unit	Rates of duty: British preferential	Most favoured nation	General tariff
I. Pearls and precious and semi-precious stones					
71.02	Precious and semi-precious stones, unworked, cut or otherwise worked, but not mounted, set or strung (except ungraded stones temporarily strung for convenience of transport):				
	Greenstone, amazonite, bowenite, chloromelanite, jade and nephrite:				
71.02.302	Unworked	..	Free	..	5%
71.02.305	Other	..	32½% Aul free	37½%	65%

CHAPTER 82

Tools, implements, cutlery, spoons and forks, of base metal; parts thereof

Number	Description	Unit	Rates of duty: British preferential	Most favoured nation	General tariff
82.04	Hand tools, including glaziers' diamonds, not falling within any other heading of this Chapter; blow lamps, anvils; vices and clamps, other than accessories for, and parts of, machine tools; portable forges; grinding wheels with frameworks (hand or pedal operated):				
	Hand tools:				
	Screwdrivers:				
82.04.032	As may be determined by the Minister	doz	10% * Aul 7½% *	17½% *	30% *
82.04.033	Other	doz	Free	7½%	20%

Registered trade marks

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

* Or such lower rate of duty as the Minister may in any case direct.
† Where alternative rates are shown the rate chargeable is that which returns the higher duty.
Aul = Australia.

EDB ext. 401/468/469

Tubular rivets, etc.: dumping duty

The New Zealand Minister of Customs has issued the following notice:

Pursuant to the provisions of sections 129 (1) and (11) of the Customs Act 1966, as amended by section 6 of the Customs Amendment Act 1971, notice is hereby given that dumping duty, equivalent to 100 per cent of the amount by which the fob export selling price is less than the current domestic value, determined in accordance with the provisions of this Act, shall be payable in respect of the following goods:

Tariff item	Goods	Origin
83.09.024	Tubular rivets and bifurcated rivets: Tubular rivets, blind: As may be approved by the Minister and under such conditions as he may prescribe	All sources except Canada
83.09.025	Other	

This decision shall take effect in respect of all such goods imported into New Zealand on and after 1 January 1974.

Wellington, 27 March 1974.

EDB ext. 401/468/469

Chemicals: Tariff and Development Board report

Copies of the New Zealand Tariff and Development Board report on formaldehyde, paraformaldehyde, and trioxymethylene are available from Commercial Relations and Export Division. Ref. CRE 1222/73

CRE ext. 5321

Fiji

Tea: import licensing

General Import Licence (Amendment) 1974. The Fijian Permanent Secretary for Commerce has issued the following amendment to the Prohibited Imports Order 1968:

> In exercise of the powers conferred upon me by sub-paragraph (*n*) of paragraph 2 of the Prohibited Imports Order 1968, I hereby amend General Import Licence (No. 2), 1968 by adding the following sub-paragraph at the end of paragraph 1:
> '(*f*) tea.'.

The effect of this amendment is that an import licence is now required when importing tea into Fiji. **EDB ext. 469/468/401**

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Canada

Tariff changes

The Canadian authorities have amended the Customs Duties Reduction Regulations, resulting in the following changes in the customs tariff:

Tariff item	Description	British preferential tariff	Most-favoured-nation tariff	General tariff
NEW ITEMS				
6906-1	Molasses mixtures, dehydrated, containing not less than 35% by weight of reducing sugars after inversion, for use in the manufacture of feed for cattle and other animals Expires 28 February 1975	Free	Free	20%
19265-1	Homogenous felt-like material, composed in chief part, by weight, of wood pulp, in sheets or rolls, with or without a plastic net backing, for use as spring padding and insulating material in the manufacture of upholstered furniture, mattresses and box-springs Expires 30 June 1975	Free	Free	25%
31005-1	Slate flour for use in Canadian manufactures Expires 28 February 1975	Free	Free	30%
34930-1	Channels and beams of magnesium or alloys of magnesium, having a maximum cross-sectional dimension of six inches or more, for use in the manufacture of mobile loading docks, portable platforms and other dockboard equipment Expires 28 February 1975	Free	Free	25%
35420-1	Sheet or strip of aluminium or alloys of aluminium, lacquered, in the coil, for use in the manufacture of cans for fish products Expires 28 February 1975	10%	12½%	30%
35710-1	Plates, sheets or discs of pewter, nop for use in the manufacture of pewter vessels and jewellery Expires 31 October 1974	7½%	10%	40%
44519-1	Porcelain or ceramic bushings with flanges and terminal caps of metal soldered thereto or embedded therein for use in the manufacture of heremetically sealed power capacitors Expires 28 February 1975	Free	Free	27½%
44582-1	Parts for use in the manufacture of liquid-filled, alternating current capacitors having a capacitance rating of not more than 55 microfarads Expires 28 February 1975	Free	Free	27½%
56187-1	Yarns, wholly of cellulose acetate 100 denier, zero twist, for use in the manufacture of Christmas decorations and per pound	Free	Free	35% 20 cts
56192-1	Yarns, wholly of viscose rayon filaments, for use in the manufacture of foam-backed drapery fabrics and per pound Expires 30 June 1975	Free	Free	35% 20 cts
56270-1	Woven fabrics, wholly of viscose rayon, with cut pile having a sculptured pattern effect; woven fabrics, containing 15% or more by weight, of metallic yarns; knitted fabrics, containing 25% or more by weight of metallic yarns; all the foregoing for use in the manufacture of church vestments Expires 30 June 1975	Free	Free	35%
61840-1	Chloroprene foam, in sheets, with a knitted nylon fabric laminated to one or both sides, for use in the manufacture of wet suits and accessories for divers Expires 30 June 1975	15%	17½%	27½%
86600-1	Epoxy resins as described in subheading (a) of heading 93901, curing agents for epoxy resins, colour masterbatches, lacquers, for use in the manufacture of spectacle and eyeglass frames Expires 28 February 1975)	Free	Free	20%
86700-1	Silicone moulding compositions, not completely formulated, and polybutylene adipate as described in subheading (a) of heading 93901, for use in the manufacture of polyurethane soles for footwear Expires 28 February 1975	Free	Free	20%
92923-5	Sodium nitrilotriacetates for use in the manufacture of laundry detergents Expires 31 December 1974	Free	Free	25%
AMENDED ITEMS				
15210-1	Unsweetened orange juice concentrate, not less than fifty-eight degrees Brix, and unsweetened grapefruit juice concentrate, not less than fifty degrees Brix, for use in the manufacture of citrus fruit juices Expires 28 February 1976	Free	Free	25%
50620-1	Laminated hard maple cores, kiln-dried, not further manufactured than rough-turned, for use in the manufacture of bowling pins Expires 28 February 1975	Free	Free	25%
56197-1	Yarns wholly of polyester filaments, not less than 65 denier nor more than 100 denier, and yarns wholly of viscose rayon filaments for use in the manufacture of woven labels and per pound Expires 28 February 1975	Free	Free	35% 20 cts.
60815-1	Waste portions of deerskin or goatskin leather splits for use in the manufacture of interlining material for overcoats Expires 28 February 1975	Free	Free	10%

EDB ext. 455/456/457

Antigua

Surtax

By order No.5 of 20 March 1974, the Antigua Government has added a surtax of 3 per cent on the value of all goods with the exception of the following items:

Butter and butter substitute; fish, fresh and other kinds, salted, smoked or pickled; grain, flour, pulse and preparations thereof; lard and lard substitute; meats, beef and pork, pickled or salted, fresh; medicines and drugs; milk; sugar; vegetables, fresh, other kinds, potatoes other than sweet. **EDB ext. 7312/474/476**

Marine engines and spares, fishing equipment: customs duty and consumption tax exemptions

From 19 March 1974, the Antigua Government has approved that marine engines, engine spares and fishing equipment imported by or for the use of *bona fide* fishermen, are exempt from customs duty and consumption tax. **EDB ext. 7312/474/476**

Peru

Additions to manufactured goods list

Directoral Resolutions 387-74-IT-DGI, 651-74-IT-DGI and 690-74-IT-DGI add goods to the Peruvian National Register of Manufactured Goods. As a result these products can no longer be imported unless local industry fails to meet local demands as regards quality and quantity. Part of or all of the following tariff numbers are affected:

16.02 32.03 38.19 44.15 53.04 55.05 56.03 56.07 59.02 59.03 62.01 73.13 84.10 84.11 84.22 84.59 84.61 84.63 84.65 85.15 85.19 87.06 87.14 89.01 90.17 90.18

By specifying the products in which they are interested British exporters can obtain further details from OTAR Section, Export Data Branch. **EDB ext. 474/476/7312**

CRE Commercial Relations and Exports Divisions
Tel. 01-222 7877 (extension at end of each notice)

EDB Export Data Branch, Export Services Division
Tel. 01-248 5757 (extension at end of each notice)

Examples of the extensive range of stamps designed and printed in Britain for overseas postal services. Left: one of four stamps for the Gilbert and Ellice Islands in the South-West Pacific. The designs feature canoe crests which used to adorn the vessels of Gilbertese clans. The crest on the 35c stamp stands on the outrigger float. Right: The Rockhopper, a species of penguin found locally, is featured on a set of four stamps released this month by Tristan da Cunha. Both sets of stamps illustrated were printed by Questa Colour Security Printers Ltd.

Argentina

Petrochemicals: tariff amendments to BN 27.07 and 29.01
Argentine Decree 205/74 replaces the descriptions against the following subheadings by those shown below:

Tariff no.	Description
27.07.00.35	Crude naphthalene, with import licence from the Secretary of State for Industrial Development
29.01.02.08	Naphthalene, with import licence from the Secretary of State for Industrial Development
29.01.02.31	Ortho-xylene, intended for the manufacture of phthalic anhydride or phthalic acid, with import licence from the Secretary of State for Industrial Development
29.01.02.32	Para-xylene, intended for the manufacture of terephthalic acid or dimethyl terephthalate, with import licence from the Secretary of State for Industrial Development
29.01.02.33	Xylenes, intended for the manufacture of petrochemical products, with import licence from the Secretary of State for Industrial Development

The same Decree makes the following addition to the tariff:

Tariff no.	Description	Rate of duty *ad val* cif
29.01.02.20	Naphthalene	40%

EDB ext. 474/476/7312

Measuring tapes: exemption from temporary prohibition
Argentine Resolution 816 exempts 'glass fibre reinforced vinyl chloride measuring tapes, of 20 and 30 metres length, in plastic material cases' (Argentine tariff no. 90.16.02.13) from the temporary prohibition established by Decree 2118/71 and its extensions.

EDB ext. 474/476/7312

Crude coal tar: addition to BN 27.06
Argentine Decree 308/74 makes the following addition to the customs tariff under BN 27.06:

Tariff no.	Description	Rate of duty *ad val* cif
27.06.00.02	Crude coal tar, with import licence from the Secretary of State for Industrial Development	Free

EDB ext. 474/476/7312

CRE Commercial Relations and Exports Divisions
Tel. 01-222 7877 (extension at end of each notice)

EDB Export Data Branch, Export Services Division
Tel. 01-248 5757 (extension at end of each notice)

Discs for coin blanks: addition to BN 74.19
Argentine Decree 123/74 makes the following addition to the customs tariff under BN 74.19:

Tariff no.	Description	Rate of duty *ad val* cif
74.19.00.03	Discs of copper-aluminium-nickel alloy for the manufacture of coin blanks for minting money (semi-manufactured coin blanks) originating in and issuing from the member countries of LAFTA, with import licence from the Secretary of State for Trade	5%

EDB ext. 474/476/7312

Brazil

New customs tariff
A new Brazilian customs tariff has been received and a translation is being prepared. British exporters requiring details of the new rates of duty should specify the products in which they are interested and address inquiries to OTAR Section, Export Data Branch.

EDB ext. 474/476/7312

Colombia

Duty reductions
Decree 515 (1974) of the Colombian Ministry of Finance and Public Credit has reduced the customs duty on about 2,000 items in the Colombian tariff. British exporters can obtain details of the reductions on their goods by specifying their products and addressing inquiries to OTAR Section, Export Data Branch.

EDB ext. 474/476/7312

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index	1971	1970	1970	1970	1970							
£m in base year		31,404	9,223	2,129	2,087	series in £ million				series in £ million		
1969	97	98	98	93	92	416	320	42	13	445	−143	588
1970	99	100	100	100	100	257	175	68	38	692	−9	701
1971	100	103	100	92	101	−7	−218	52	21	1,067	285	782
1972	102	109	102	83	111	−394	−498	28	22	69	−677	746
1973	108	114	106	88	116	720	433	34	227	−1468	−2375	907
1971 3rd qtr	101	104	101	92	105	−18	67	9	15	380	172	208
4th qtr	101	105	101	88	102	—	−47	3	21	248	60	188
1972 1st qtr	100	106	103	88	105	−131	−156	15	−9	71	−121	192
2nd qtr	102	108	102	84	110	−100	−145	−12	40	112	−64	176
3rd qtr	102	110	102	81	110	−83	−125	4	−8	−116	−284	163
4th qtr	105	111	102	81	118	−80	−72	22	−1	+2	−208	210
1973 1st qtr	108	115	109	87	123	247	168	18	31	−186	−351	165
2nd qtr	108	113	102	84	107	209	87	−14	154	−196	−399	203
3rd qtr	108	114	107	91	116	120	79	18	22	−357	−606	249
4th qtr	108	114	108	92	121	144	98	14	20	−729	−1019	290
1974 1st qtr		112										
% change last 2 qtrs on prev. 2 qtrs	+0.2	+0.1	+2.1	+6.5	+3.0							
on a year earlier	+4.5	+3.0	+5.5	+12.9	+3.5							

	Index of industrial production		Personal expenditure		Prices and costs					Labour			Trade§	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Index of retail prices: Index‡	Index of retail prices: % increase on a year earlier	Index of wholesale prices: all manufacturing industry: basic materials and fuel used‡	Index of wholesale prices: all manufacturing industry: manufactured products: home sales‡	Basic hourly wage rates of manual workers (all industries and services)‡	Unemployed excluding school leavers and adult students: mid-month count	Unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count	Exports	Imports
			monthly averages							thousands		thousands	monthly averages	
Base of index	1970	1970	1971		Jan 16, 1962		1970	1970	July 31, 1972				Series in £ million	
£m in base year			15,895	thousands										
1970	100.0	100.0	99.0	91.4	140.2	6.4	100.0	100.0	78.5	568	2.5	186	658	659
1971	100.3	99.5	100.0	108.5	153.4	9.4	104.6	109.0	88.9	737	3.2	129	733	709
1972	102.1	101.6	105.8	138.6	164.3	7.1	109.2	114.8	101.4	816	3.6	145	761	818
1973	110.1	110.6	110.7	137.3	179.4	9.2	144.1	123.2*	115.5	581	2.6	304	953	1,151
1972 2nd qtr	102.7	101.2	104.6	147	162.7	6.2	106.1	113.5	98.1	838	3.7	132	764	786
3rd qtr	102.9	102.3	107.2	139	165.4	6.5	109.4	115.6	102.2	808	3.6	147	684	779
4th qtr	105.8	105.4	109.5	144	169.4	7.7	115.6	118.0	107.8	750	3.3	179	871	940
1973 1st qtr	110.2	110.4	111.8	152	172.4	8.0	126.0	119.5	108.8	667	2.9	228	878	995
2nd qtr	109.3	109.4	108.0	136	177.9	9.3	133.4	120.1*	112.6	605	2.6	289	931	1,064
3rd qtr	110.3	110.7	110.5	143	180.2	9.2	150.5	124.2	118.4	562	2.5	334	995	1,197
4th qtr	108.8	109.7	112.3	119	186.8	10.3	167.2	129.1	120.9	489	2.2	364	1,008	1,348
1974 1st qtr			110‡p		101.4	12.9	206.5	138.2	124.8	543p	2.4 p	285 p		
1973 Apr	109.0	109.0	106.9	138	176.7	9.2	130.5	118.8*	112.3	616	2.7	271	940	956
May	108 9	108.0	106.5	134	178.0	9.5	132.4	120.1	113.2	605	2.7	291	894	1,139
June	110.0	111.1	110.1	135	178.9	9.3	137.2	121.3	115.6	593	2.6	304	960	1,198
July	110.3	110.5	110.6	147	179.7	9.4	145.1	122.7	116.0	581	2.6	324	961	1,145
Aug	109.7	110.3	110.8	153	180.2	8.9	152.4	124.1	119.7	563	2.5	330	980	1,206
Sept	110.8	111.4	110.2	129	181.8	9.3	154.1	125.8	120.0	542	2.4	349	1,043	1,239
Oct	110.8	111.3	111.7	127	185.4	9.9	161.4	127.7	120.3	512	2.3	363	982	1,385
Nov	109.8	111.3	112.3	126	186.8	10.3	165.5	129.0	120.8	486	2.2	368	1,022	1,304
Dec	105.4	106 6	112.9	103	188.2	10.6	174.8	130.6	122.0	470	2.1	362	1,019	1,354
1974 Jan	99.4	99.8	109.5	93	191.8	12.0	203.0	134.1	123.6	535	2.4	304	1,015 p	1,398 p
Feb	101.2	104.4	110.5	109	101.7†	13.2†	207.2 p	138.2 p	124.6	549	2.4	278	1,150 p	1,579 p
Mar			110.5 p	108	102.6	13.5	209.4 p	142.4 p	126.3	545	2.4	274	1,209 p	1,662 p
Apr										546 p	2.4 p	297 p		
% change last qtr on prev. qtr	−7.4	−6.9	−1.9	−12.9	+4.2		+23.5	+7.1	+3.1	+10.0		−18.0	+12	+15
on a year earlier	−5.7	−4.3	−1.3	−31.9	+12.9		+63.9	+17.1	+14.6	−14.3		+12.6	+28	+55

(‡) Not seasonally adjusted. (§) On a balance of payments basis. * After April 1973, affected by changes due to VAT. † Base of index Jan 1974 = 100.

The economic situation

This report prepared by HM Treasury, was published in 'Economic Trends' at the end of April. Unless otherwise stated this report is based on seasonally-adjusted data.

The Budget was introduced by the new Chancellor of the Exchequer on 26 March. By the end of the year demand was expected to be running at about £200 million (about ½ per cent of gross domestic product) lower than would otherwise have been the case and the Budget proposals were thus broadly neutral. The public sector borrowing requirement for 1974/5 was expected to be reduced by about £700 million, bringing it down to a little over £2,700 million; the net increase in expenditure amounted to a little under £700 million in 1974/5 and the increase in taxation to £1,400 million.

The Financial Statement and Budget Report for 1974/5,* published at the time of the Budget on 26 March, contains forecasts for the calendar year 1974. They show a fall of 5 per cent in gross domestic product in the first half of 1974, followed by a recovery in the second half to a level some 2½ per cent higher than a year earlier.

With three-day working for much of industry from the beginning of January to 11 March, output was heavily reduced. Details are not available but manufacturing production may have been running up to one-fifth below normal (though the index of industrial production for January and February, which is based partly on deliveries, does not fully reflect this). The reduction in GDP may have been of the order of 10 per cent. The miners' strike ended, and the restrictions on industrial use of electricity were lifted, on 11 March, and good progress has since been made towards full production. Coal output reached near-normal levels within a few days and by early April most industries were back to full working.

National income and expenditure in fourth quarter of 1973

The output estimate of gross domestic product fell by ½ per cent between the third and fourth quarter of 1973. Before the fourth quarter gross domestic product had already begun to slow down, and in the second half of the year as a whole, the average estimate of GDP was almost unchanged from the first half, although it was about 4 per cent higher than in the second half of 1972.

The volume of consumers' expenditure was unchanged in the fourth quarter, with a sharp drop in expenditure on motor vehicles offsetting increases in most other categories. There was no rise in consumers' expenditure between the first and second halves of the year. Gross fixed investment rose by 2 per cent in the second half of the year, and within the total manufacturing investment increased by 6½ per cent and investment by the distributive and service industries (excluding shipping) by 4 per cent. Public sector investment rose by over 3 per cent, compared with a rise of only about 1¼ per cent in private investment as a whole. In the fourth quarter exports of goods and services fell slightly in volume, whereas imports of goods and services increased by over 2 per cent.

Wages and salaries rose by some 3½ per cent in the fourth quarter, and total personal income before tax increased at a similar rate. Between the first and second halves of 1973 the rise in total personal incomes in money terms was 5¾ per cent, giving a rise of 5½ per cent – 1 per cent in real terms – after deducting taxes and national insurance contributions. The personal savings ratio remained high in the fourth quarter of 1973 and in the second half-year as a whole averaged 10.4 per cent, compared with just under 9 per cent on average during 1972.

Recent indicators of demand and output

(a) *Sales* – The first preliminary estimate of consumers' expenditure for the first quarter of 1974 shows a fall of about 1½ per cent compared with the fourth quarter of 1973. In January and February together the average volume of retail sales was 1¼ per cent lower than in the second half of 1973, with a fall of 5 per cent in sales by durable goods shops accounting for most of the decline. The volume of sales appears to have increased slightly between January and February, but sales in January may have been reduced by the New Year's Day closure. Preliminary indications suggest that in March sales were again at about the February level. New car registrations showed some increase in February, and on preliminary estimates were little further changed in March, but the average for the first quarter was probably some 13 per cent below the average for the fourth quarter of 1973 and about 25 per cent below the average for 1973 as a whole.

(b) *Construction* – Private housing starts reported in February remained at the very low January level, and in the six months to February they were 24 per cent lower than in the preceding six months and 31 per cent lower than the corresponding period a year earlier. There was some increase in the recorded level of public sector housing starts in January and February but their average level in the six months to February was much the same as a year earlier. The volume of new construction orders in January was 6 per cent lower than the average for the fourth quarter of last year, with a significant fall in the volume of orders in all categories of construction (apart from public sector housing).

(c) *Production* – The recorded index of industrial production showed some recovery in February after declining in December and January. In the first two months of 1974 the provisional all-industries index averaged 9 per cent below the level in the period August to October immediately before the miners' dispute started, and manufacturing production 8 per cent below it; but since many of the series used in the index are based on deliveries rather than production the actual fall in output was probably greater than the index would suggest. Output of the food, drink and tobacco industries, which were largely exempt from the electricity restrictions, remained at a high level in January and February, as did chemical production. But the output of most other sectors was reduced in varying degrees.

(d) *Trade* – In March the current account is estimated to have been in deficit by £371 million. The deficit on trade in goods was £453 million, of which £294 million is accounted for by the deficit on trade in petroleum and petroleum products. A further increase in the oil trade deficit more than accounted for the worsening of £24 million in the total visible trade deficit in March. The balance on services and other current transactions is estimated to have been running at a monthly surplus of about £82 million. The value of exports in March was £1,209 million on a balance of payments basis, and in the first quarter they averaged nearly 12 per cent higher than in the final quarter of 1973. Imports were £1,662 million in March, £83 million more than in February of which £49 million was due to a higher value of oil imports, mainly as a result of a further rise in the import price of crude oil. The high import figure in March probably also reflected shortages in home supplies as a result of short-time working. In the first quarter of 1974 imports averaged 15 per cent higher than in the previous quarter: oil imports rose by 101 per cent and non-oil imports by 5 per cent.

Labour market

The provisional April unemployment figures are due to be published on 22 April. In March the level of unemployment remained almost unchanged and the seasonally-adjusted total for the UK as a whole (excluding school-leavers and adult students) remained at 2.5 per cent, as in January and February, compared with a low point of 2.2 per cent in December. There was also little further change in March in the level of unfilled adult vacancies, which had dropped substantially between November and February. The daily number of temporarily stopped workers, which was over 600,000 during February, fell back very sharply to about 100,000 as soon as three-day working was ended on 11 March. In January, the latest month for which figures are available, the amount of overtime working dropped by nearly 40 per cent, reflecting three-day working.

Prices and incomes

Retail prices (not seasonally adjusted) increased by just under 1 per cent in March, following a larger rise of 1¼ per cent in February. The March index was 13½ per cent higher than a year earlier and about 6 per cent higher than in October 1973. Food prices increased

Symbols used in all statistical tables

.. not available	r revised
— nil or less than half the final digit shown	* five week period
p provisional	ø fifty-three week period

* The Financial Statement and Budget Report is available from HMSO, price 57p. It also summarises economic developments during 1973 and the early months of 1974. Following normal practice there was no Monthly Report on the Economic Situation in March.

about 1 per cent in March and non-food prices by about ¾ per cent.

Wholesale prices of home sales of manufactured products (not seasonally adjusted) increased by about 3 per cent in March, bringing the increase during the first three months of the year to 9 per cent, of which 2 per cent was attributable to the direct effect of higher prices for oil products. Prices of basic materials and fuels rose by about 1 per cent on average in March, with higher copper prices accounting for virtually the whole increase. As in February, the March increase was much lower than in other recent months.

The index of hourly wage rates (not seasonally adjusted) increased by 1¼ per cent in March following a smaller rise of about ¾ per cent in February. In March hourly wage rates were about 15¼ per cent higher than a year earlier. The coal miners' settlement was responsible for much of the March increase. Average earnings continued to be affected by three-day working in February (the latest month for which figures are available), though there was an increase of 1½ per cent compared with January in the provisional seasonally-adjusted index, partly reflecting the fact that more firms were using their own generators and fewer hours were lost. In January and February together earnings were about 4 per cent on average lower than in December.

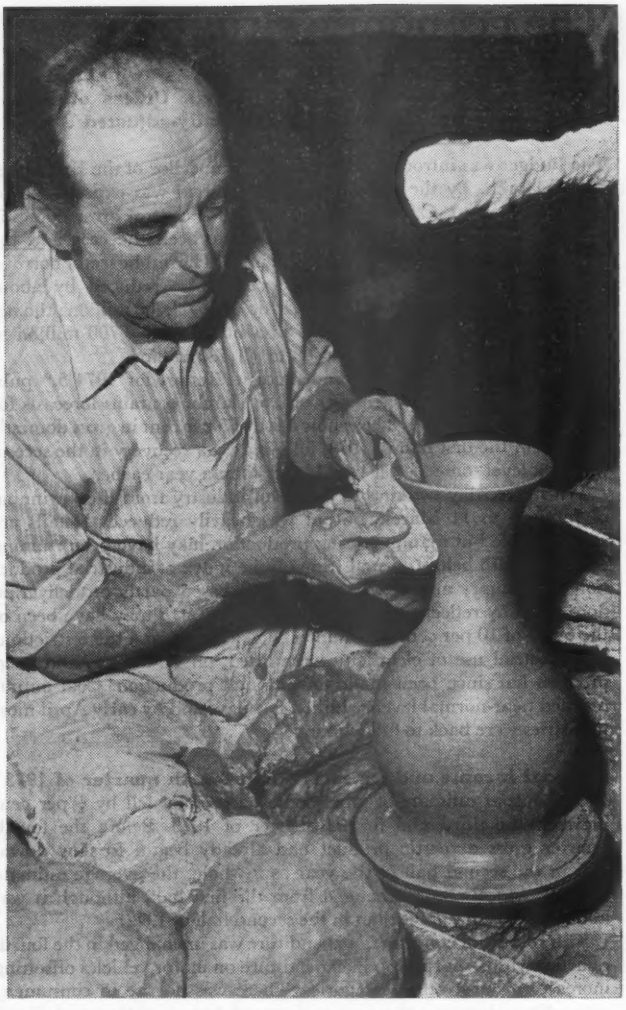
Financial developments

During the banking month ending on 20 February the narrow version of the money stock, M1, fell by ½ per cent and the broad version, M3, rose by 1¼ per cent, one of the smallest rises for some months. Over the latest three banking months M1 fell by ½ per cent and M3 rose by 6¼ per cent.

The smaller rise in M3 during February was associated partly with slower growth of bank lending to the private sector. Lending in sterling rose by only about £120 million on a seasonally-adjusted basis (compared with rises of £500 million or so in most recent months), even though it included some further support lending for 'fringe' banks. Short-time working during the month did not appear to have led to increased demand for bank finance at that time.

Repayments of Special Deposits totalling some $450 million (1½ per cent of banks' eligible liabilities) were announced during April, which brought about a reduction in short-term interest rates. Minimum Lending Rate fell from 12½ per cent at the beginning of the month to 12 per cent following the Treasury bill tender on 11 April, and the Clearing Banks announced a reduction in their base rates to 12½ per cent.

The UK official reserves rose by $478 million during March after accruals of foreign currency borrowing by the public sector under the exchange cover scheme totalling $682 million. At the end of March they stood at $6,444 million. The effective depreciation of sterling compared with Smithsonian exchange rates was about 17½ per cent at the close on 18 April.



A craftsman 'throws' stoneware on the wheel at the pottery of Denbyware Ltd., Derby, an exhibitor at the International Good Living Show, Tokyo, 26 April to 6 May. Among the products of the firm are Troubadour – a new range of oven to tableware in stoneware – and Denby stone and steel Touchstone cutlery.

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Current account of the United Kingdom balance of payments for March

In March 1974 the current account is estimated to have been in deficit by £371 million. The deficit on trade in goods was £453 million, seasonally adjusted, of which £294 million was accounted for by the deficit on trade in oil (that is, petroleum and petroleum products – for details see Table 9). The balance on services and other current transactions is estimated to have been running at a monthly surplus of about £82 million.

In the first quarter of 1974 the current account deficit averaged £340 million a month compared with £243 million a month in the previous quarter.

£ million per month seasonally adjusted

		Current balance	Visible balance: Trade in goods			Invisible balance: Services and other current transactions
			Petroleum and petroleum products	Other goods	Total	
1973	1st qtr.	−62	−62	−55	−117	+55
	2nd qtr.	−65	−75	−58	−133	+68
	3rd qtr.	−119	−78	−124	−202	+83
	4th qtr.	−243	−100	−240	−340	+97
1974	1st qtr.	−340	−236	−186	−422	+82 *
1973	Oct.	−306	−102	−301	−403	+97 †
	Nov.	−185	−94	−188	−282	+97 †
	Dec.	−238	−104	−231	−335	+97 †
1974	Jan.	−300	−166	−216	−382	+82 *
	Feb.	−347	−247	−182	−429	+82 *
	Mar.	−371	−294	−159	−453	+82 *

* These figures are projections and are subject to revision as the relevant statistical information becomes available. No allowance has been made for the effects of short time working.

† One third of the appropriate calendar quarter's estimate. Monthly figures of invisibles are not available.

Visible Trade

(a) Summary. In March there was a deficit on visible trade of £453 million, seasonally adjusted; the value of exports was £1,209 million and the value of imports was £1,662 million.

A further increase in the oil trade deficit more than accounted for the worsening of £24 million in the total visible trade deficit in March. The oil deficit in March was £294 million seasonally adjusted, compared with £247 million in February and £78 million a month in the third quarter of 1973 (Table 9 gives figures of the oil trade on a balance of payments basis showing imports valued fob). The non-oil trade deficit fell from £182 million in February to £159 million in March following falls in the previous two months of this year.

Trade in March must have been affected by short time working but this cannot be quantified. Imports were again at a very high level, probably reflecting shortages in home supplies; but exports were also high.

In the first quarter of 1974, the deficit on visible trade averaged £422 million a month compared with an average of £340 million in the fourth quarter of 1973. The oil trade deficit was £236 million a month in the latest quarter compared with £100 million in the previous quarter. The non-oil trade deficit fell to £186 million a month compared with £240 million a month in the previous quarter.

(b) Exports. The value of exports in March was £1,209 million, seasonally adjusted on a balance of payments basis.

In the first quarter of 1974 exports averaged £1,124 million a month, nearly 12 per cent higher than in the final quarter of last year. Between these quarters (measured on an Overseas Trade Statistics basis) exports to Western Europe increased by 6 per cent (with deliveries to the EEC 8 per cent higher) and those to North America by 3 per cent. Shipments to the Sterling area outside Europe rose by 10 per cent, while exports to the rest of the world in aggregate were a little more than 12 per cent higher.

Among manufactured goods, which rose by 7 per cent between the

TABLE 1 Visible trade on balance of payments basis

Seasonally adjusted values — £ million per month

		Exports (fob)	Imports (fob)	Visible balance
1972		761	818	− 57
1973		953	1,151	−198
1972	1st quarter	726	766	− 40
	2nd quarter	764	786	− 22
	3rd quarter	684	779	− 95
	4th quarter	871	940	− 69
1973	1st quarter	878	995	−117
	2nd quarter	931	1,064	−133
	3rd quarter	995	1,197	−202
	4th quarter	1,008	1,348	−340
1974	1st quarter p	1,124	1,546	−422
1973	October	982	1,385	−403
	November	1,022	1,304	−282
	December	1,019	1,354	−335
1974	January pr	1,105	1,397	−382
	February p	1,150	1,579	−429
	March p	1,209	1,662	−453

p Provisional estimates.
r Revised estimates.

TABLE 2 Exports

Seasonally adjusted values § — £ million per month

		Overseas trade statistics basis (fob)	Coverage adjustments	Balance of payments basis (fob)
1972		812	− 51	761
1973		1,038	− 85	953
1972	1st quarter	773	− 48	726
	2nd quarter	813	− 49	764
	3rd quarter	733	− 49	684
	4th quarter	929	− 59	871
1973	1st quarter	945	− 68	878
	2nd quarter	1,005	− 73	931
	3rd quarter	1,084	− 89	995
	4th quarter	1,117	−110	1,008
1974	1st quarter p	1,214	− 90	1,124
1973	October	1,089	−107	982
	November	1,137	−115	1,022
	December	1,126	−107	1,019
1974	January p	1,097	− 82	1,015
	February p	1,253	−103	1,150
	March p	1,292	− 83	1,209

§ Components and totals are rounded independently
p Provisional estimates

TABLE 3 Imports

Seasonally adjusted values § — £ million per month

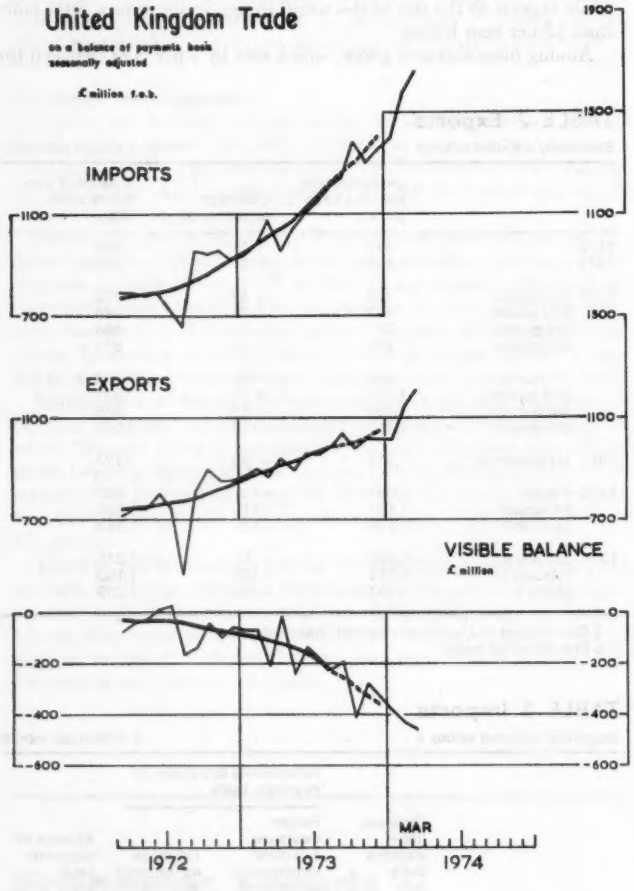
		Overseas trade statistics basis (cif)	Adjustments to balance of payments basis: Freight insurance and other valuation adjustments	Adjustments to balance of payments basis: Coverage adjustments ‡	Balance of payments basis (fob)
1972		928	− 86	−24	818
1973		1,321	−114	−56	1,151
1972	1st quarter	877	− 81	−30	766
	2nd quarter	891	− 86	−19	786
	3rd quarter	888	− 82	−27	779
	4th quarter	1,057	− 94	−23	940
1973	1st quarter	1,130	−102	−33	995
	2nd quarter	1,226	−110	−52	1,064
	3rd quarter	1,388	−118	−73	1,197
	4th quarter	1,541	−128	−65	1,348
1974	1st quarter p	1,757	−144	−67	1,546
1973	October	1,574	−139	−51	1,385
	November	1,515	−126	−85	1,304
	December	1,533	−119	−60	1,354
1974	January pr	1,570	−138	−35	1,397
	February p	1,807	−152	−76	1,579
	March p	1,894	−144	−89	1,662

§ Components and totals are rounded independently.
p Provisional estimates.
r Revised estimates.
‡ Including adjustments for arrivals of and payments for United States military aircraft, etc. up to the end of 1972.

quarters, deliveries of chemicals were 23 per cent higher. Exports of finished manufactures increased by 6 per cent, but within this category there were falls of 2 per cent in shipments of road motor vehicles and 17 per cent in other transport equipment. Exports of non-manufactured goods in aggregate rose by 17 per cent between the two periods.

(c) Imports. The value of imports in March was £1,662 million, seasonally adjusted on a balance of payments basis, £83 million more than in February, of which £49 million was due to a higher value of oil imports. The increase in oil imports was mainly the result of a further rise in the import price of crude oil, which in March was £29 per ton fob compared with £25 per ton fob in February and £8 per ton fob in the third quarter of 1973 (see Table 9).

In the first quarter of 1974, imports averaged £1,546 million a month, 15 per cent higher than in the previous quarter; oil imports rose by 101 per cent and non-oil imports by 5 per cent. Among the major commodity groups, arrivals of semi-manufactured goods increased by 13 per cent and within this deliveries of chemicals were 22 per cent higher while imports of other semi-manufactures rose by 10 per cent. Imports of basic materials were 10 per cent higher. In contrast, arrivals of finished manufactures declined by 2 per cent. Within this group there was a rise of 4 per cent in imports of machinery and a fall of 14 per cent in deliveries of road motor vehicles.



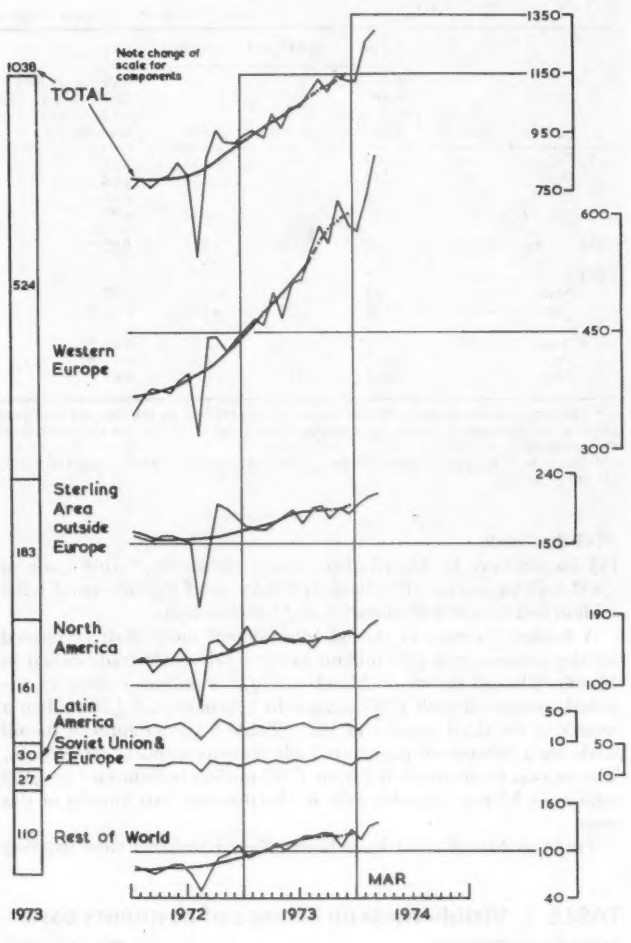


TABLE 4 Recorded values
Overseas trade statistics basis

£ million per month

		Exports fob	Imports cif ‡
1972	1st quarter	770.7	905.7
	2nd quarter	843.9	910 6
	3rd quarter	683.3	850.0
	4th quarter	950.7	1,052.1
1973	1st quarter	942.6	1,189.6
	2nd quarter	1,024.9	1,240.8
	3rd quarter	1,018.7	1,313.2
	4th quarter	1,165.5	1,541.1
1974	1st quarter p	1,193.1	1,767.8
	January r	1,081.2	1,643.8
	February p	1,180.4	1,697.1
	March p	1,317.8	1,962.4

‡ Including arrivals of US military aircraft up to the end of 1972.
p Provisional estimates.
r Revised estimates

TABLE 5 Exports: Areas¶
Overseas trade statistics basis

Seasonally adjusted values — £ million fob per month

			Sterling area outside	Western Europe inc. Irish Republic					Soviet Union and	
		Total	Europe	Total	EEC	EFTA	North America	Latin America	Eastern Europe	Rest of world
1973		1,038	183	524	336	146	161	30	27	110
1973	2nd qtr.	1,005	183	493	320	137	161	29	27	107
	3rd qtr.	1,084	190	551	354	151	158	30	29	119
	4th qtr.	1,117	189	589	377	164	165	30	26	118
1974	1st qtr. p	1,214	208	622	407	171	170	35	32	128
1974	Jan. r	1,097	201	579	370	167	159	26	30	114
	Feb. p	1,253	210	625	407	170	175	39	30	129
	March p	1,292	213	675	443	189	181	40	36	137

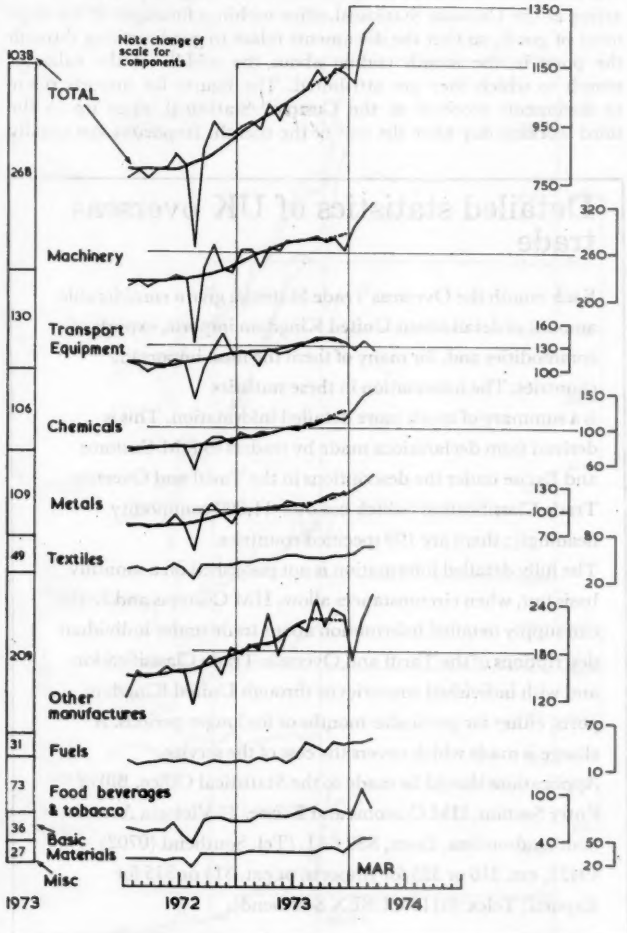
¶ See Note 1(b).
r Revised estimates.
p Provisional estimates.

Among the major sources of our imports, arrivals from Western Europe were 10 per cent higher in the first quarter of this year than in the fourth quarter of 1973, with imports from the EEC rising by 14 per cent. Imports from the Sterling area outside Europe were unchanged between quarters while those from North America increased by 7 per cent. Deliveries from the rest of the world, in aggregate, rose by 46 per cent in part due to the higher cost of oil.

Exports by Commodity

on an Overseas Trade Statistics basis
excluding adjustments for special factors
affecting recording

£ million f.o.b. seasonally adjusted



Notes

1(a) Trade figures on a balance of payments basis. The seasonally adjusted import and export figures on a balance of payments basis are obtained by making various adjustments to the seasonally adjusted figures derived from those recorded in the monthly *Overseas Trade Statistics*. These adjustments are summarised in Tables 2 and 3 of this article. Some are valuation adjustments; the principal of these is the deduction from the import figure of freight and insurance costs. The other adjustments relate to coverage, either to bring in items not in the Trade Statistics (for example on the import side ships built and delivered abroad direct to UK owners) or to remove items which are in the Trade Statistics (mainly returned goods and goods for processing and repair). The adjustment of imports to a balance of payments basis excludes the values of deliveries of US military aircraft (including spares and some missiles) but includes the payments for those imports which are mainly being financed by a special US Exim Bank credit. (The values involved are now small.) All these adjustments are described in greater detail in the annual *Pink Book, United Kingdom Balance of Payments 1973* (Table 6 and pp 62-66) and in an article in the issue of *Trade and Industry* dated 4 November 1970.

Since firm figures for the adjustments do not become available as quickly as the recorded trade statistics, the figures for imports and exports on a balance of payments basis in the latest months are at this stage preliminary estimates and liable to revision.

1(b) The adjustments described at Note 1(a) are made only for the monthly totals of exports and imports, and cannot be estimated for the area and commodity analysis of trade. The values of total trade and the main components of exports and imports in Tables 5 to 8 are available only on the Overseas Trade Statistics basis and correspond with the totals given in the first columns of Tables 2 and 3. Whereas comment on total trade relates to total exports and imports on a balance of payments basis, analysis of the area and commodity patterns of trade in this article are based on the figures on the Overseas Trade Statistics basis in Tables 5 to 8. The main components of trade are seasonally adjusted independently from the totals and in consequence do not always add exactly to the seasonally adjusted totals.

1(c) Visible balance. The visible balance is the difference between the import and export figures on a balance of payments basis obtained as described in Note 1(a) above. Since, as noted above, the import and export figures for the most recent months are provisional, it follows that the monthly visible balances for these months are also provisional and liable to revision.

The monthly figures for the visible balance are published only on a seasonally adjusted basis. Since the balance is the difference of two large and variable figures, it is itself liable to fluctuation and undue significance should not be attached to a single month's figure; it is more useful to consider the average balance over three or more months.

TABLE 6 Exports: Commodity classes¶
Overseas trade statistics basis

Seasonally adjusted values

£ million fob per month

						Manufactures									
							Machinery and transport equipment								
		Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road motor vehicles	Other transport equipment	Chemicals	Metals and miscellaneous metal manufactures	Textiles	Other manufactures	Miscellaneous
1973		1,038	73	36	31	871	398	268	92	38	106	109	49	209	27
1973	2nd quarter	1,005	71	35	22	853	393	267	88	33	102	106	49	205	25
	3rd quarter	1,084	78	35	38	907	416	279	92	43	108	109	51	223	27
	4th quarter	1,117	77	40	41	928	410	272	99	44	117	120	52	225	32
1974	1st quarter p	1,214	87	51	46	996	435	310	97	36	145	137	61	215	30
1974	January r	1,097	74	47	46	894	413	294	92	33	128	126	56	170	27
	February p	1,253	106	53	46	1,027	452	312	97	42	147	137	64	222	23
	March p	1,292	83	52	48	1,064	442	324	101	33	157	148	65	254	39

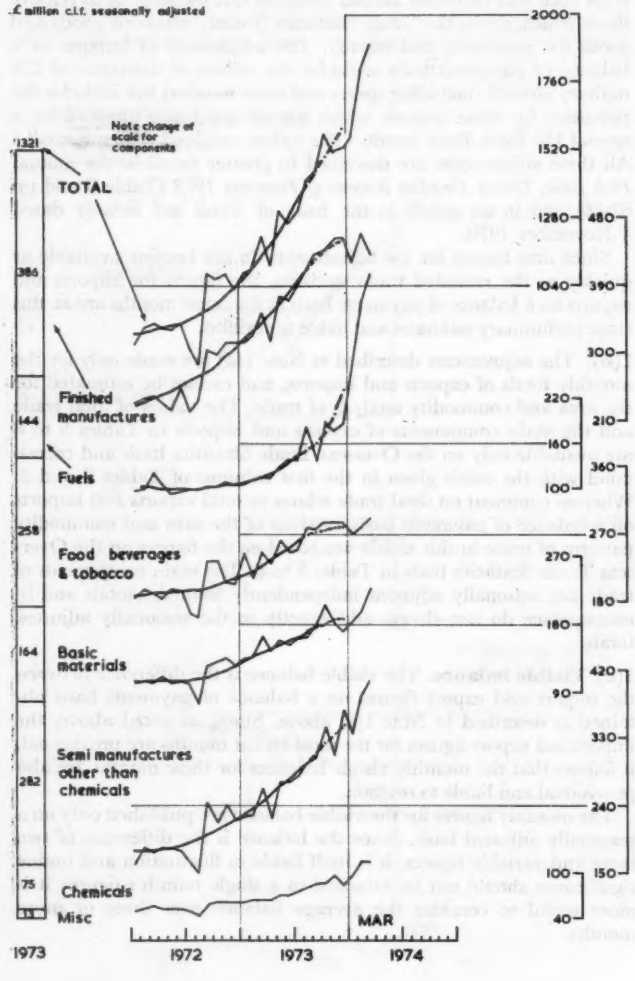
¶ See Note 1(b)
r Revised estimates
p Provisional estimates

1(d) Trends. Even after allowing for seasonal influences, the sequence of monthly figures is usually too variable to give a satisfactory indication of the underlying trend. While it is possible to construct elaborate estimates of trend these cannot be applied to the most recent months, and a simple method of giving some guidance on underlying movements in the most recent past is to take averages of three months. Apart from occasions when major disturbances distort the flows of trade, the three-monthly average gives a quite good short-term guide and has the merit of simplicity.

Imports by Commodity

on an Overseas Trade Statistics basis

£ million c.i.f. seasonally adjusted



1(e) Recording of exports. The new system for the documentation of exports to ensure their full recording has applied to goods shipped from October 25, 1971 (see *Trade and Industry* 19 August 1971).

Regular assessments of the quality of recording under the new system have shown that, since the beginning of 1972, there has been no need to make adjustments to the export figures for either a shortfall in documentation or a change in the speed of submission of documents.

The new system for recording exports and the methods used to monitor its accuracy are described in an article in *Trade and Industry* 15 February 1973.

1(f) Timing. The figures for exports relate to documents received in the Statistical Office of HM Customs and Excise up to a few days before the end of the calendar month. On average export documents arrive at the Customs Statistical office within a fortnight of the shipment of goods, so that the documents relate to goods passing through the ports in the month ending about the middle of the calendar month to which they are attributed. The figures for imports relate to documents received at the Customs Statistical office up to the third working day after the end of the month. Importers are usually

Detailed statistics of UK overseas trade

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports of commodities and, for many of them the most important countries. The information in these statistics is a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has over 11,000 commodity headings); there are 199 specified countries.

The fully detailed information is not published on a monthly basis but, when circumstances allow. HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classsification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service.

Applications should be made to the Statistical Office, Bill of Entry Section, HM Customs and Excise, 27 Victoria Avenue; Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, ext. 316 or 323 for Imports, or ext. 314 or 315 for Exports; Telex 99112 CUSEX Southend).

TABLE 7 Imports: Commodity classes¶
Overseas trade statistics basis

Seasonally adjusted values — £ million cif per month

		Industrial materials						Finished manufactures					
									Machinery and transport equipment				
		Total	Food, beverages and tobacco	Fuels	Total	Basic materials	Chemicals	Other semi-manufactures	Total	Machinery	Road motor vehicles	Other transport equipment	Other	Miscellaneous
1973		1,321	258	144	520	164	75	282	386	198	54	22	112	13
1973	2nd quarter	1,226	246	127	477	154	67	256	355	183	47	16	107	11
	3rd quarter	1,388	269	153	543	169	80	294	412	210	64	25	116	14
	4th quarter	1,541	285	185	615	185	90	340	447	227	57	29	131	15
1974	1st quarter p	1,757	280	332	687	203	109	375	438	236	49	18	135	14
1974	January r	1,570	271	263	618	184	98	336	423	229	42	20	131	12
	February p	1,807	280	347	696	198	114	384	459	242	57	23	134	13
	March p	1,894	290	385	751	229	114	407	433	239	47	13	140	17

¶ See Note 1(b)
r Revised estimates
p Provisional estimates

required to present their documents before they can obtain customs clearance and remove the goods. Thus the import statistics correspond closely to movements through the ports during the calendar month to which they are attributed.

1(g) The invisible balance (services and other current transactions) covers the following items: Government services and transfer payments; all other services including transport, travel and banking and financial transactions; net overseas income in the form of interest, profits and dividends; and private transfers.

2. Overseas trade statistics. Detailed particulars of United Kingdom imports and exports for March with cumulative totals will be published in due course† and further analyses of the figures will be found in tables in the Monthly Digest for May‡, due to be published in the second week of June.

† Overseas Trade Statistics of the United Kingdom, March 1974 to be published by HMSO, price £1.85 (Annual subscription £25.05).
‡ Monthly Digest of Statistics, published by HMSO, price 63p. (Annual subscription including supplement of definitions and postage, £8.60).

Imports by Areas

on an Overseas Trade Statistics basis
£million c.i.f. seasonally adjusted

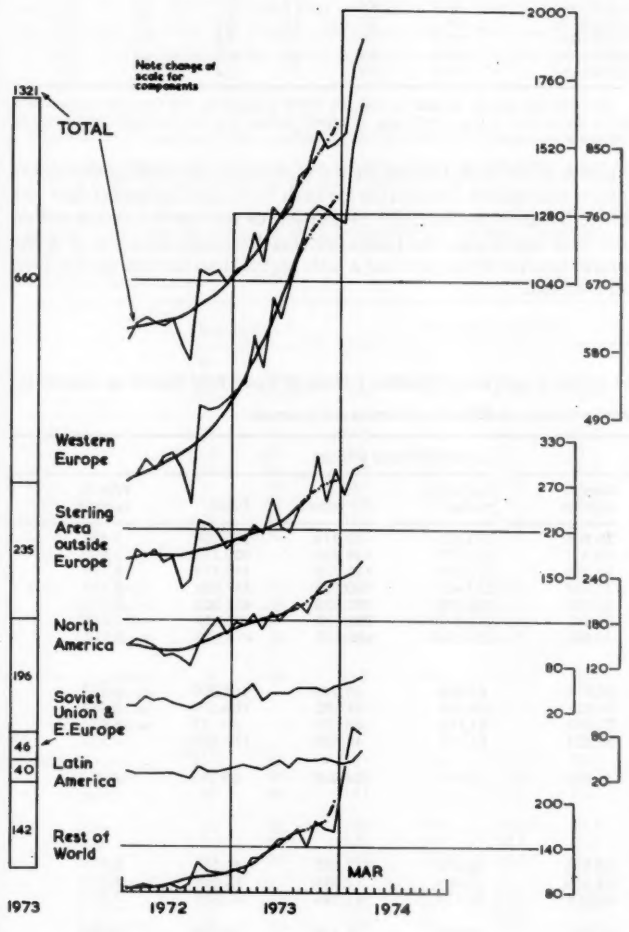


TABLE 9 Balance of trade in petroleum and petroleum products(1)
Division 33 of SITC(R)

Seasonally adjusted (2)
Balance of payments basis — Monthly averages

	Balance of visible trade	Imports				Exports
		Total	Crude oil			Rest of division (5)	Total
	£ million fob	£ million fob	£ million fob	million tons (3)	Average value £ fob per ton (4)	£ million fob	£ million fob
1970	– 40	55	40	8.3	4.8	15	15
1971	– 54	72	55	8.8	6.3	17	18
1972	– 57	75	56	8.7	6.5	19	18
1973	– 79	107	78	9.4	8.3	29	28
1973 1st quarter	– 62	81	57	8.1	7.0	24	19
2nd quarter	– 75	95	70	9.4	7.4	25	20
3rd quarter	– 78	114	80	10.1	7.9	34	36
4th quarter	–100	139	106	9.8	10.8	33	39
1974 1st quarter p	–236	280	228	9.6	23.7	52	44
1974 January p	–166	210	172	9.9	17.4	38	44
February p	–247	291	234	9.4	24.9	57	44
March p	–294	340	278	9.6	28.9	62	46

p Provisional estimates

NOTES:
(1) Trade in petroleum and petroleum products accounts for almost all the trade in Fuels – Section 3 of SITC (R).
(2) The figures of value and tonnage have been seasonally adjusted using the same seasonal adjustment factors as have been used for the fuels totals in Tables 6 and 7. The average per ton has been obtained by dividing the value of crude oil imports by the tonnage: since both figures have been seasonally adjusted by the same factors the average value per ton is the same as would be obtained by using the actual figures of the value and tonnage of imports.
(3) It should be noted that for two reasons the crude oil tonnages quoted above cannot be compared directly with import tonnages originating from the Department of Energy (formerly a part of the Department of Trade and Industry) and published in the *Monthly Digest of Statistics* and *Digest of Energy Statistics*. First, the trade account data are adjusted by seasonal and length of working month factors. Secondly, the trade accounts are based on reports to HM Customs & Excise whereas the Department of Energy's figures are received directly from the oil industry. These two sources have different reporting procedures and over periods as short as one month these can give rise to different estimates of crude oil imports. Over longer periods the differences are largely resolved.
(4) The average value per ton, obtained on an fob basis, will reflect not only changes in price but also changes in the commodity mix of imports due, for example, to differing qualities of crude oil.
(5) Includes petroleum partly refined for further refining and petroleum products (eg motor spirit, lamp oil and white spirit, distillate fuels, residual fuel oils, lubricating oils and greases etc).

TABLE 8 Imports: Areas¶
Overseas trade statistics basis

Seasonally adjusted values — £ million cif per month

	Total	Sterling area outside Europe	Western Europe inc. Irish Republic			North America	Latin America	Soviet Union and Eastern Europe	Rest of World
			Total	EEC	EFTA				
1973	1,321	235	660	433	198	196	40	46	142
1973 2nd quarter	1,226	222	609	408	176	180	38	40	136
3rd quarter	1,388	234	714	466	221	197	42	47	152
4th quarter	1,541	282	763	498	225	228	45	51	166
1974 1st quarter p	1,757	282	837	568	236	243	47	61	273
1974 January r	1,570	259	749	502	217	236	42	57	229
February p	1,807	291	860	596	241	242	43	60	300
March p	1,894	297	908	608	255	257	58	65	291

p Provisional estimates
r Revised estimates
¶ See Note 1(b)

Motor vehicle output in March 1974 including latest weekly estimates

Summary

Output of motor vehicles rose rapidly during the last three weeks of the five week period ending 30 March. This recovery followed the announcement on 7 March of the end of restricted working which had markedly reduced output in January, February and early March. By the week ending 30 March, production of both cars and commercial vehicles had reached the average weekly output of January 1973, when output was at a fairly normal level (see Table A). Compared with the last quarter of 1973, output in the first three months of 1974 was about a fifth lower for both cars and commercial vehicles.

A total of 164,072 cars was produced during the five-week period of March. The weekly average of 32,814 showed an increase of 5 per cent from February, but a shortfall of 17 per cent compared with January 1973. Production of commercial vehicles totalled 38,066 units or 7,613 per week. This was 11 per cent above the February rate, but 7 per cent below that of January 1973.

(The comments which follow are unless otherwise stated based on the seasonally adjusted figures in Table 2.)

Cars

In seasonally adjusted terms, car output in March was 130,000 units, an increase of 5 per cent over February, of which 4 per cent reflected increased production for the home market. For the first quarter of 1974 production was 21 per cent lower than in the fourth quarter of last year, mainly the result of restricted working during the power emergency. Production for both home and export markets was lower by about a fifth. The proportion of vehicles for export within the total was 37 per cent in the first quarter, much the same as in the fourth quarter of last year but a little higher than the average for 1973 as a whole.

TABLE A Weekly estimates of production

	Motor cars			Commercial vehicles		
	Thous.	Weekly index (January 1973 = 100) (a)	Average index for latest 3 weeks	Thous.	Weekly index (January 1973 = 100) (a)	Average index for latest 3 weeks
Average 1973	33.6	—	—	8.0	—	—
January 1973	39.5	100	100	8.2	100	100
Week ending:						
5 January	12.7	32	—	3.3	40	—
12 January	27.7	70	—	6.0	73	—
19 January	25.0	63	55	6.3	76	63
26 January	32.1	81	71	7.1	86	78
2 February	33.8	86	77	7.3	89	84
9 February	31.1	79	82	6.1	74	83
16 February	29.6	75	80	6.6	80	81
23 February	30.5	77	77	6.6	80	78
2 March	30.7	78	77	6.7	82	81
9 March	26.7	67	74	6.2	76	79
16 March	31.1	79	75	7.6	93	84
23 March	37.1	93	80	8.1	95	88
30 March	40.0	101	91	8.4	102	97

(a) Average weekly output in January 1973 is taken as the basis of comparisons, since production in that month was at a fairly normal level and relatively unaffected by industrial disputes.

TABLE 1 Recorded production

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.

Production for export may differ from actual exports as recorded in the Overseas Trade Statistics because of differences in timing and coverage.

		Passenger cars (including taxis)				Commercial road vehicles			
	No. of weeks	For home market	For export	Totals	Weekly average	For home market	For export	Totals	Weekly average
1967	52	988,273	563,740	1,552,013	29,846	245,692	139,414	385,106	7 406
1968	52	1,013,163	802,773	1,815,936	34,922	259,331	149,855	409,186	7,869
1969	53	892,758	824,315	1,717,073	32,398	272,998	192,778	465,776	8,788
1970	52	918,109	722,857	1,640,966	31,557	267,407	190,125	457,532	8,799
1971	52	1,027,462	714,478	1,741,940	33,499	268,278	187,928	456,206	8,773
1972	52	1,307,881	613,430	1,921,311	36,948	272,649	135,470	408,119	7,848
1973	52	1,142,216	605,105	1,747,321	33,602	257,574	159,045	416,619	8,012
1974	52								
1973 1st quarter	13	320,052	158,532	478,584	36,814	69,954	36,346	106,300	8,177
2nd quarter	13	290,253	155,749	446,002	34,308	69,399	39,980	109,379	8,414
3rd quarter	13	229,505	122,313	351,818	27,063	54,106	36,031	90,137	6,934
4th quarter	13	302,406	168,511	470,917	36,224	64,115	46,688	110,803	8,523
1974 1st quarter	13	237,235	150,688	387,923	29,840	52,641	36 485	89,126	6,856
2nd quarter	13								
3rd quarter	13								
4th quarter	13								
1973 January	5	135,970	61,705	197,675	39,535	28,419	12.597	41,016	8,203
February	4	89,426	48,206	137,632	34,408	21,401	12,054	33,455	8,364
March	4	94,656	48,621	143,277	35,819	20,134	11,695	31,829	7,957
April	4	80,647	45,380	126,027	31,507	18,957	11,278	30,235	7,559
May	5	111,333	62,019	173,352	34,670	26,613	13,684	40,297	8,059
June	4	98,273	48,350	146,623	36,656	23,829	15,018	38,847	9,712
July	4	66,106	33,344	99,450	24,863	16,054	12,041	28,095	7,024
August	4	76,537	41,956	118,493	29,623	14,437	8,754	23,191	5,798
September	5	86,862	47,013	133,875	26,775	23,615	15,236	38,851	7,770
October	4	100,661	56,057	156,718	39,180	23,475	16,046	39,521	9,880
November	4	98,926	55,819	154,745	38,686	18,659	12,490	31,149	7,787
December	5	102,819	56,635	159,454	31,891	21,981	18,152	40,133	8.027
1974 January	4	61,781	37,628	99,409	24,852	13,989	9,595	23,584	5,896
February	4	73,721	50,721	124,442	31,110	16,048	11,428	27,476	6,869
March	5	101,733	62,339	164,072	32,814	22,604	15,462	38,066	7,613
April	4								
May	4								
June	5								
July	4								
August	4								
September	5								
October	4								
November	4								
December	5								

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Commercial vehicles

March output of commercial vehicles was 31.6 thousand, 10 per cent higher than production in February, but still 9 per cent below that in January 1973. For the first quarter of this year production of commercial vehicles was 14 per cent lower than in the fourth quarter of 1973, with production for export markets reduced rather more than for the home market. Vehicles for export comprised 41 per cent of the total in the first quarter compared with 43 per cent in the previous quarter and 38 per cent during 1973 as a whole. After some distortion, it seems that output patterns are returning towards more normal proportions following the period of restricted working. The proportion of production for export within the total has fallen from nearly 45 per cent in January to 39 per cent in March.

Weekly estimates

As indicated on page 199 of the 25 April issue of *Trade and Industry*, the weekly estimates of production, which were collected by special arrangement with the major manufacturers during the period of restricted working, have now been discontinued. The complete series, up to and including the week ending 30 March are shown in Table A.

TABLE 2 Production – seasonally adjusted

The seasonally adjusted series has been adjusted to exclude the effect of regularly securing influence (eg holidays) but the figures still reflect the effect of factors that do not recur regularly (eg strikes).

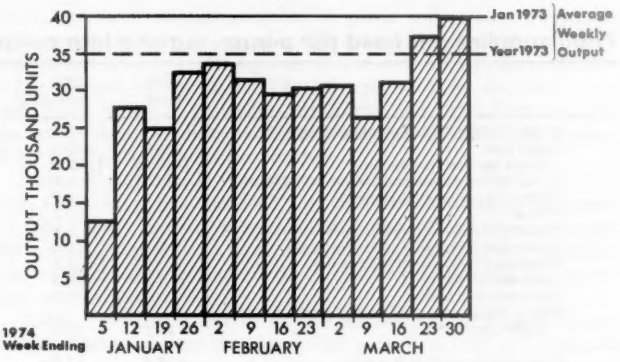
Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes.

MONTHLY AVERAGES — Thousands

	Passenger cars			Commercial vehicles		
	For home market	For export	Total	For home market	For export	Total
1967	82	47	129	20.5	11.6	32.1
1968	84	67	151	21.6	12.5	34.1
1969	74	69	143	22.7	16.1	38.8
1970	77	60	137	22.3	15.8	38.1
1971	86	59	145	22.3	14.7	38.0
1972	109	51	160	22.7	11.3	34.0
1973	95	50	145	21.5	13.2	34.7
1974						
1973 1st quarter	99	47	146	22.2	11.8	34.0
2nd quarter	91	48	139	21.7	12.1	33.8
3rd quarter	97	51	148	23.0	14.5	37.5
4th quarter	93	56	149	19.0	14.6	33.6
1974 1st quarter	74	44	118	16.9	11.9	28.8
2nd quarter						
3rd quarter						
4th quarter						
1973 January	111	50	161	22.9	11.7	34.6
February	92	44	136	22.5	12.2	34.7
March	95	46	141	21.2	11.7	32.9
April	85	44	129	20.8	11.4	32.2
May	90	50	140	20.7	10.4	31.1
June	97	52	149	23.7	14.4	38.1
July	108	54	162	24.6	16.6	41.2
August	103	54	157	21.5	13.4	34.9
September	81	44	125	23.0	13.4	36.4
October	100	58	158	22.0	16.8	38.8
November	94	58	152	16.8	12.2	29.0
December	86	52	138	18.1	14.7	32.8
1974 January	64	38	102	14.3	11.5	25.8
February	77	47	124	17.1	11.7	28.8
March	82	48	130	19.2	12.4	31.6
April						
May						
June						
July						
August						
September						
October						
November						
December						
Average of:						
Oct.-Dec. 1973	93	56	149	19.0	14.6	33.6
Jan.-Mar. 1974	74	44	118	16.9	11.9	28.8
Percentage change	−20	−21	−21	−11	−19	−14

WEEKLY ESTIMATES OF PRODUCTION

PASSENGER CARS



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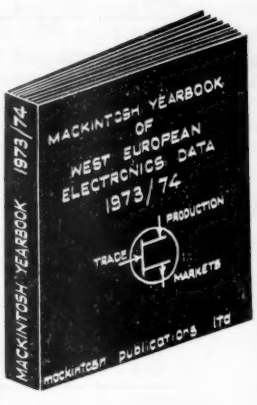

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Estimates of food supplies moving into consumption in the United Kingdom

In order to provide some early indications of consumption trends for the year 1973, preliminary estimates of food supplies moving into consumption in the United Kingdom are set out in the following table and compared with results for 1972. The estimates relate to commodities at a primary stage of distribution, and represent total supplies of food from all sources becoming available for consumption during the year. To arrive at the total moving into human consumption, deductions are made for quantities going for export, waste, and non-food usage and this total is then divided by the mid-year population to give average consumption per head. Little information is available on changes in wholesalers' and retailers' stocks, and this may affect year to year comparisons of non-perishable foodstuffs such as coffee, tea and sugar. More detailed figures, with estimates of consumption of end-products, a full commentary on the results, and some nutritional analyses will be published later in the year.

These preliminary estimates show some fluctuations in the pattern of food consumption but overall it has remained fairly steady. First indications are that changes between 1972 and 1973 were generally small, with reductions in animal products being offset by increases in crop products.

Total consumption of milk and milk products (excluding butter) rose during the period, liquid milk increasing by 2.6 pints per head and cheese by 0.8 lb. per head. Total meat supplies expressed in terms of edible weight fell from 134.5 lb. per head in 1972 to 127.7 lb. in 1973, with a continuing downward trend in supplies of beef and veal, mutton and lamb, and bacon and ham. Consumption of pork remained unchanged, while there was a further small upward movement in poultry meat supplies. Consumption of fish declined from 18.3 lb. per head in 1972 to 17.6 lb. per head in 1973, although consumption of shell fish increased by 0.2 lb per head. Total egg

Food supplies per head per annum moving into consumption in the United Kingdom

(lb. per head per annum)

		1972 Final	1973 Provisional
I.	DAIRY PRODUCTS (excluding butter)		
	Liquid milk	306.5	309.8
	(pints per head per annum)	(237.9)	(240.5)
	of which, school and welfare milk (pints)	(7.1)	(6.4)
	Cream (40 per cent fat content)	3.3	3.5
	Cheese	11.9	12.7
	Evaporated milk, full cream, unsweetened	4.7	5.1
	Condensed milk, full cream, sweetened	0.6	0.6
	Condensed milk, machine skimmed	2.6	3.0
	Dried whole milk	1.6	1.3
	Dried skimmed milk	3.4	3.6
	Milk as liquid in manufactured products not elsewhere specified	17.9	19.2
	Total (converted to milk solids)	56.6	57.8
II.	MEAT		
	Beef – bone in	36.9	33.2
	Beef – bone out	7.4	8.1
	Mutton and lamb	20.4	18.3
	Pork	27.2	27.2
	Offal	8.1	7.8
	Canned meat (imported)	7.8	7.7
	Bacon and ham	24.7	22.4
	Poultry	26.8	26.9
	Game and rabbits	0.6	0.7
	Total (converted to edible weight)	134.5	127.7
III.	FISH		
	Fresh, frozen and cured (wet fillet equivalent)	14.1	13.6
	Shell fish, fresh and frozen (edible weight)	1.2	1.4
	Canned fish (imported)	3.0	2.6
	Total (edible weight)	18.3	17.6
IV.	EGGS		
	Shell eggs (number)	251	245
	Egg products (equivalent number of eggs)	21	19
	Total	272	264
V.	OILS AND FATS (visible)		
	Butter	15.9	17.6
	Margarine (gross)	14.0	12.8
	(net) (a)	13.1	12.0
	Lard and compound cooking fat	12.4	12.3
	Other edible oils and fats	12.3	13.4
	Total (converted to fat content)	48.9	50.3
VI.	SUGAR AND SYRUPS		
	Sugar refined (b) (i) (gross)	105.6	106.2
	(ii)	101.4	102.0
	(iii) (net)	97.6	97.9
	Honey	0.7	0.8
	Glucose	13.1	14.0
	Total (sugar content) (gross)	117.5	118.9
	(net)	109.2	110.3
VII.	FRUIT		
	Fresh citrus fruit	20.7	21.8
	Other fresh fruit	51.0	51.2
	Canned fruit	17.9	19.3
	Imported fruit juices (in natural strength)	7.3	7.3
	Imported fruit pulp	1.6	2.0
	Imported dried fruit	5.8	5.3
	Total (converted to fresh equivalent)	125.3	126.1
VIII.	PULSES AND NUTS		
	Dried pulses (c)	7.2	7.1
	Shelled nuts and soya flour	5.5	6.2
		12.7	13.3
IX.	POTATOES AND POTATO PRODUCTS (d)	213.6	214.9
X.	OTHER VEGETABLES		
	Fresh tomatoes	12.3	12.6
	Imported canned tomatoes (incl. juice and puree)	8.0	8.3
	Cabbage and greens	36.7	36.0
	Leafy salads	4.7	4.9
	Fresh carrots	11.3	12.0
	Fresh legumes	21.2	23.1
	Other fresh vegetables	29.7	30.7
	Other canned vegetables (e)	8.9	10.1
	Total (converted to fresh equivalent)	139.2	145.3
XI.	GRAIN PRODUCTS		
	Wheat flour	141.8	141.8
	Barley products	0.3	0.3
	Oat products	3.3	3.1
	Rye products	0.5	0.5
	Breakfast cereals	7.1	7.9
	Rice	3.7	3.7
	Starch and other farinaceous foods	2.0	2.8
	Total	158.7	160.1
XII.	TEA, COFFEE AND COCOA		
	Tea	8.0	7.5
	Coffee (bean equivalent) (f)	4.4	5.9
	Cocoa powder	1.2	1.3
XIII.	ALCOHOLIC DRINK (g)		
	Spirits (proof pints) (h)	3.4	4.3
	Beer (pints)	189.5	197.1
	Wine (pints)	8.9	11.2
XIV.	ENERGY VALUE (Kcal per head per day)		
	Food (including coffee and cocoa)	3,070	3,080
	Alcoholic drink	142	154

(a) Excluding ingredients shown as separate items elsewhere in the tables (eg butter and lard).

(b) (i) Total consumption of sugar including sugar content of imported manufactured foods;
(ii) = (i) less sugar used in production of alcoholic drinks;
(iii) = (i) less sugar used in alcoholic drinks and sugar content of products covered elsewhere in the table to provide for the calculation of calories.

(c) Includes dried beans and dried peas for canning.

(d) Includes the raw equivalent of potato products (ie crisps, canned, dehydrated and frozen potatoes).

(e) Excludes canned dried peas, canned dried beans (beans in tomato sauce, etc.) and canned tomatoes.

(f) Including coffee extracts and essences.

(g) Quantities retained for home use, based on information provided by HM Customs and Excise.

(h) Excludes medical spirit.

supplies fell by eight eggs per head per annum. Consumption of butter rose from 15.9 lb. per head in 1972 to 17.6 lb. in 1973, though this was partially offset by decreased supplies of margarine – a reversion to the situation in 1971. Usage of other edible oils and fats increased by 1.1 lb. per head, bringing total oils and fats consumption to 1.4 lb. above the 1972 levels. Consumption of sugar and syrups showed a slight increase, attributable mainly to glucose.

Total fruit supplies, including citrus, other fresh fruit, canned fruit and fruit-pulp, rose by 0.8 lb. per head, but there was a decrease in consumption of dried fruit. Consumption of potatoes and potato products rose slightly, and total consumption of other vegetables was also higher, at 145.3 lb. per head; legumes (peas and beans) showed an increase of 1.9 lb. per head and carrots an increase of 0.7 lb. per head, but supplies of cabbages and greens fell by 0.7 lb. per head.

Total consumption of grain products was 160.1 per head as against 158.7 lb. in 1972, although wheat flour usage was unchanged at 141.8 lb. per head in each year, the increase arising from breakfast cereals and starch. Supplies of tea available for consumption were again lower at 7.5 lb per head while supplies of coffee rose to 5.9 lb. per head. Actual consumption of coffee may have been significantly lower because of a rise of stocks of processed coffee held by manufacturers and distributors.

Consumption of all forms of alcoholic drink continued to rise, wine by over 25 per cent, beer and spirits by 4 per cent and 26 per cent respectively.

The energy value of food (including coffee and cocoa, but not alcoholic drink) was virtually unchanged at about 3,080 kilocalories per head per day in 1973 compared with 3,070 kilocalories in 1972.

Notes

Estimates of food consumption in the United Kingdom are prepared annually by the Ministry of Agriculture, Fisheries and Food and are usually published in July of each year. The shortened version has been prepared to meet requests for more up-to-date statistics.

A series covering the years 1955 to 1972 was published in *Trade and Industry*, Vol. 12, No. 9, 30 August 1973 (pages 459-66).

The figures in the tables represent total quantities of food becoming available for human consumption in the United Kingdom during the year, divided by the total population to produce an average per head. This is the essential difference between these estimates and those of the National Food Survey Committee, whose figures represent actual quantities of food entering private households in Great Britain.

Index of retail prices for March

The index of retail prices for all items for 19 March 1974 was 102.6 (15 January 1974 = 100). This represents an increase of 0.9 per cent on February (101.7) and of 13.5 per cent on March 1973.

The rise of the all items index in March was due to higher prices for food, clothing and many other goods and services.

The movements for the main groups of the index are shown in Table 2.

Change of reference base

As previously announced, the reference base of the index has been changed to January 1974 as recommended by the Retail Prices Index Advisory Committee. This is a purely arithmetical change which makes no difference to the percentage change in the index month by month. The regular revisions of the index weights will also not be affected. Throughout 1974 the old and new indices will be published in parallel. These are given in Table 1.

Notes

The retail prices index measures the change from month to month in the average level of prices of goods and services purchased by most households in the United Kingdom. The expenditure of certain higher income households and households of retired people dependent mainly on social security benefits is excluded. The index covers a large and representative selection of goods and services for which price movements are measured in 200 towns throughout the country. The prices of nearly 350 separate goods and services are regularly collected and approximately 150,000 separate price quotations are used each month in compiling the index. The expenditure pattern on which the index is based is revised each year using information from the Family Expenditure Survey.

Seasonal variations in the index of retail prices are due largely to a very few items of 'seasonal food' that is, those items of food the prices of which show significant seasonal variations. These items account for about 5 per cent of total retail expenditure. If the variation caused by these items is removed, the underlying trend of the figures can be seen more clearly.

Rates of change of indices can be calculated over periods of any length. However, rates calculated over periods as long as 12 months are slow to detect changes in trend, while calculations over periods as short as three months give rather volatile results.

The index is given in full in the *Department of Employment Gazette*.

TABLE 2 General index of retail prices

	Indices (15 January 1974 = 100)		Percentage change over the month
	19 February 1974	19 March 1974	
All items	101.7	102.6	+0.9
All items excluding food	102.0	102.8	+0.8
Food	100.9	102.0	+1.1
Seasonal food	97.6	99.5	+1.9
Other food	101.6	102.5	+0.9
Alcoholic drink	101.2	102.6	+1.4
Tobacco	100.9	101.4	+0.5
Housing	101.4	101.7	+0.3
Fuel and light	102.6	103.2	+0.6
Durable household goods	100.6	101.3	+0.7
Clothing and footwear	102.6	104.2	+1.6
Transport and vehicles	104.3	104.7	+0.4
Miscellaneous goods	102.0	103.3	+1.3
Services	100.6	101.3	+0.7
Meals out	101.0	102.2	+1.2

Index of retail sales in Northern Ireland

The seasonally adjusted index of retail sales in Northern Ireland for February was 165 (1965 = 100), 18 per cent more than in February 1973.

After allowing for price changes, the total volume of sales in February 1974 was 3 per cent higher than a year earlier.

The seasonally adjusted index numbers of the value of sales in February and percentage increases on a year earlier for the main groups of traders are shown below. More detailed information may be obtained from the Department of Commerce, Index of Retail Sales, 21 Linenhall Street, Belfast BT2 8BZ (tel. Belfast (0232) 28081, ext. 140).

		February 1974	
Sales by:	Sales in 1965 — £m	Seasonally adjusted value index numbers 1965 = 100	Percentage increases
All kinds of business	219	165	18
Food shops	97	187	21
Non-food shops	122	146	13
Of which:			
Clothing and footwear shops	36	155	18
Durable goods shops	21	142	8
Miscellaneous non-food shops	43	151	12
Department and general stores	22	129	16

TABLE 1 Rates of change

	All items				All items except seasonal food			
	Index 15 January 1974 = 100	Index 16 January 1962 = 100	Percentage change over 1 month	Percentage change over 12 months	Index 15 January 1974 = 100	Index 16 January 1962 = 100	Percentage change over 1 month	Percentage change over 6 months
1973 October		185.4	+2.0	+ 9.9		183.5	+1.7	+5.1
November		186.8	+0.8	+10.3		184.9	+0.8	+5.4
December		188.2	+0.7	+10.6		186.1	+0.6	+5.3
1974 January	100.0	191.8	+1.9	+12.0	100.0	189.4	+1.8	+6.5
February	101.7	195.1	+1.7	+13.2	101.9	193.0	+1.9	+7.8
March	102.6	196.8	+0.9	+13.5	102.8	194.7	+0.9	+7.9

Made-up clothing: orders and deliveries

In the three months ended January 1974 net new orders received by the clothing industry were provisionally estimated to have been 8 per cent lower than in the three months ended October 1973; deliveries were 4 per cent lower. Orders-on-hand at the end of January were 6 per cent lower than at the end of October.

(These comparisons are based on the seasonally adjusted series in the accompanying table.)

Made-up clothing

Index numbers of the volume of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1969 = 100		Average 1970 Deliveries = 100		Average 1970 Deliveries = 100	
1968	107		100		97	
1969	100		97		97	
1970	103		102		100	
1971	119		108		104	
1972	125		110		109	
1973 p	159		124		118	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1971 1st quarter	100	107	106	110	107	104
2nd quarter	123	115	117	111	101	104
3rd quarter	103	110	92	101	103	104
4th quarter	119	119	117	109	105	104
1972 1st quarter	107	113	99	105	107	105
2nd quarter	124	116	117	110	104	106
3rd quarter	112	120	100	112	108	109
4th quarter	125	125	124	113	116	115
1973 1st quarter	144	153	126	131	116	112
2nd quarter	175	163	136	131	116	120
3rd quarter p	151	161	103	114	116	117
4th quarter p	159	159	132	120	123	122
1972 January	115	114	91	105	99	109
February	110	114	98	104	106	101
March	107	113	109	106	115	105
April	109	115	117	115	109	106
May	129	118	141	116	101	106
June	124	116	92	98	103	105
July	113	111	83	101	106	110
August	116	123	101	128	97	108
September	112	120	116	108	122	110
October	124	126	150	121	130	115
November	137	128	148	119	122	116
December	125	125	73	99	95	114
1973 January	137	134	116	134	100	111
February	137	141	125	132	124	118
March	144	153	137	126	123	108
April	155	164	138	142	120	123
May	169	154	141	114	112	117
June	175	163	129	138	117	119
July p	162	159	91	111	112	118
August p	158	168	98	122	103	115
September p	151	161	119	110	131	118
October p	162	163	168	134	140	123
November p	168	156	144	115	131	124
December p	159	159	84	112	98	117
1974 January p	156	153	90	109	86	100

Sales by wholesale textile houses

Sales by wholesale textile houses in February showed an increase of 8 per cent on a year earlier, compared with an increase of 4 per cent in December and a decrease of 4 per cent in January.

The value of stocks at the end of February was 9 per cent higher than a year earlier.

TABLE 1 Total sales and stocks

Index numbers and *percentage increase compared with a year earlier* 1950 = 100

	Value of home sales		Value of stocks end period	
1966	110	*−3*	..	..
1967	104	*−5*	..	..
1968	108	*4*	..	..
1969	103	*−5*	..	..
1970	107	*4*	..	..
1971	115	*8*	..	..
1972	121	*5*	..	..
1973	134	*11*	..	..
1972 1st quarter	102	*2*	164	*11*
2nd quarter	111	*4*	146	*8*
3rd quarter	123	*7*	154	*4*
4th quarter	149	*6*	169	*12*
1973 1st quarter	120	*18*	184	*12*
2nd quarter	123	*11*	171	*17*
3rd quarter	130	*6*	173	*12*
4th quarter	163	*10*	204	*21*
1973 February	126	*22*	169	*5*
March	146	*13*	184	*12*
April	133	*10*	163	*11*
May	114	*9*	173	*15*
June	121	*14*	171	*17*
July	107	*5*	173	*15*
August	124	*9*	179	*19*
September	159	*3*	173	*12*
October	184	*12*	162	*16*
November	154	*13*	203	*21*
December	151	*4*	204	*21*
1974 January	83	*−4*	179	*11*
February	135	*8*	184	*9*

TABLE 2 Analysis by department

Percentage increase compared with a year earlier

	Sales		Stocks(‡)
	February 1974	January-February 1974	February 1974
Women's knitted outerwear, blouses and skirts	6	4	11
Women's coats, costumes, furs and raincoats	—	−6	6
Women's underwear	10	16	−1
Women's hose and children's socks	−3	−10	−6
Women's millinery	−5	−2	25
Haberdashery, ribbons and wool	4	1	2
Children's wear	−7	−11	−12
Men's and boys' shirts, pyjamas and outfitting	27	16	−27
Gloves	11	1	29
Piece-goods and nets	−10	−20	38
Household textiles	64	27	72
Floor coverings, furniture and hardware	5	−1	23
Boots and shoes	−14	−15	20
Total†	8	2	9

† Including some items not included among the sub-headings.
‡ Values at cost.

Notes

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 3 Berners Street, London W1P 4JP (tel. 01-580 2902).

Sales in the carpet industry in January

The carpet industry, of course, suffered from the restrictions of the 3-day week in January although the effect on sales was probably less than that on production. In calculating the daily rate of sales, however, it has been assumed that there were 22 working days in January 1974. On this basis the daily rate of manufacturers sales by value in January was 2 per cent less than in January 1973 (23 working

days). In the three months ended January 1974, the daily rate of manufacturers sales was provisionally estimated to have been 4 per cent more than in the corresponding period twelve months ago, assuming 63 working days in the three months ended in January 1974, and 64 working days in the three months ended January 1973. The index numbers, which are of manufacturers' sales by value, have been adjusted for the length of working month, but not for non-statutory holidays or other seasonal factors. The Wholesale Price Index of carpets (also rebased) is shown as a guide to the movement in prices.

1970 = 100

	Index of manufacturers' sales	Wholesale price index
1969	93	96.6
1970	100	100.0
1971	115	104.9
1972	135	111.7
1973	166	130.2
1972 Quarter ended December	169	118.2
1973 Quarter ended March	160	125.1
Quarter ended June	171	127.7
Quarter ended September	149	132.7
Quarter ended December	183	135.1
1972 October	160	114.5
November	174	120.0
December	173	120.2
1973 January	133	124.5
October	180	133.1
November	194	135.8
December	172	136.5
1974 January (a)	131	139.2*

* Provisional
(a) Note industry affected by 3 day week.

Footwear industry: orders, deliveries and stocks

In the three months ended January 1974 net new orders (pairage seasonally adjusted) received by the footwear industry were estimated to be 14 per cent less than in the three months ended October 1973. Deliveries were 4 per cent lower than in the previous three months, while orders on hand at the end of January were 1 per cent higher than the October level. The index of production in the three months ended January was 5 per cent lower than in the three months ended October.

A detailed breakdown of manufacturers' deliveries by type of footwear in pairage and value terms, together with figures of exports, imports, consumer expenditure, prices and employment are published in the Business Monitor Production Series under the reference PQ 450.

The table below is compiled from the results of the monthly and quarterly inquiries which started at the beginning of 1971 and the KS inquiry which they superseded. Linkage factors spanning the fourth quarter 1970 and the first quarter 1971 have been calculated from matching samples of firms contributing to both the old and new inquiries and the KS results adjusted to provide a single, broadly comparable series. Since the linking factors cover only two quarters however, the amended back data for 1966-70 should be interpreted with caution.

The index of production is calculated from the value of total sales and work done by firms classified to the footwear industry (Minimum List Heading 450 of the standard industrial classification). The movements shown by the index numbers will frequently differ from those shown by the absolute figures of pairage and value which relate to complete footwear only sold by manufacturers classified to MLH 450 and to other industries (eg rubber) in the SIC.

Index of production: Orders on hand, net new orders, deliveries and stocks of complete footwear

Monthly averages or monthly totals

	Index of production 1970 = 100	Orders on hand (end period)			Net new orders			Deliveries			Stocks (end period)
		Million pairs		£ million	Million pairs		£ million	Million pairs		£ million	Million pairs
		Seasonally adjusted	Actual	Actual	Actual	Seasonally adjusted	Actual	Actual	Seasonally adjusted	Actual	Actual
1966		33.6			..			16.4			
1967		37.8			16.5			16.1			
1968	113	41.6			17.3			17.0			
1969	108	34.6			15.9			16.5			
1970	100	38.9			16.8			16.2			
1971	108	32.5		55.7	15.7			16.2		23.8	19.4
1972	104	29.5		59.6	15.2		24.8	15.4		24.5	18.5
1973 p	108	44.8		84.8	16.8		30.5	15.6		28.4	16.5
1972 1st quarter	105	37.7	36.4	53.4	18.0	16.8	24.7	16.3	16.0	25.5	20.0
2nd quarter	98	35.7	28.8	65.1	13.7	12.8	25.8	14.4	15.3	21.9	24.1
3rd quarter	112	26.4	32.3	49.7	13.1	17.2	20.9	16.2	16.0	26.0	18.2
4th quarter	98	29.5	31.8	59.6	15.8	14.0	27.7	14.8	14.2	24.4	18.5
1973 1st quarter	104	36.2	35.1 r	62.4	18.1	16.9 r	29.6	15.9	15.7 r	28.7	18.7
2nd quarter	106	45.8	40.7 r	86.5	18.0	17.8 r	34.0	14.9	15.9	25.9	20.6
3rd quarter r	115	40.6	48.4	73.9	13.7	18.0	25.0	15.5	15.5	29.2	16.3
4th quarter	107	44.8	46.6	84.8	17.4	14.6	33.3	16.0	15.2	29.7	16.5
1972 July	115	30.1	28.3	57.0	9.3	15.9	16.0	14.9	16.4	24.0	
August	114	31.9	35.1	55.5	17.7	23.4	23.3	16.0	16.5	24.8	
September	108	26.4	32.3	49.7	12.2	12.4	23.4	17.6	15.2	29.2	
October	99	25.4	31.2	49.9	16.5	13.2	28.6	17.5	14.3	28.5	
November	99	29.0	31.4	58.7	19.4	14.6	34.9	15.9	14.4	26.1	
December	97	29.5	31.8	59.6	11.4	14.1	19.7	10.9	13.8	18.8	
1973 January	98	33.1	38.1 r	61.7	18.1	21.5 r	27.9	14.5	15.2	25.8	
February	109	34.5	37.0 r	61.4	16.8	14.6 r	27.8	15.4	15.6 r	28.1	
March	105	36.2	35.1 r	62.4	19.5	14.5 r	32.1	17.8	16.4	32.2	
April	109	41.0	36.1 r	75.2	19.5	17.2 r	38.8	14.8	16.2	25.9	
May	105	45.4	37.8 r	86.7	20.1	17.4 r	38.6	15.6	15.8	27.0	
June	103	45.8	40.7 r	86.5	14.5	18.7 r	24.6	14.1	15.7	24.9	
July r	114	42.7	44.2	76.6	11.9	19.3	17.4	15.0	15.8	27.3	
August r	121	41.3	46.7	75.2	14.0	18.4	27.9	15.4	15.9	29.3	
September r	109	40.6	48.4	73.9	15.4	16.3	29.7	16.1	14.7	31.0	
October	104	44.2	50.7	80.9	22.4	17.1	42.2	18.8	14.8	35.2	
November	110	47.6	50.5	92.1	20.8	15.7	43.1	17.4	15.8	31.9	
December	107	44.8	46.6	84.8	8.9	11.0	14.6	11.8	14.9	21.9	
1974 January p	100	46.3	51.3	84.8	14.0	17.8	25.4	12.5	13.1	25.4	

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Inquiries about the distribution of Business Monitors may be made to the Business Statistics Office, Cardiff Road, Newport, Mon. NPT 1XG (tel. 0633-56111, ext. 2700; Telex 497121/497122 – Answer back BSO Newport).

Cinema admissions and takings in January 1974

During January, counted as a four-week period, the weekly average of admissions to cinemas in Great Britain was 3.21 million and the weekly average of gross box office takings including VAT was £1.50 million. The comparable figures for January 1973 were 3.14 and £1.23 million respectively.

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 25 April 1974.
BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Remember Me This Way	BR/E 37426/28/4/79	60	22 April	GTO Films Ltd.	GTO Films Ltd.
Review No. 8 – 27th Year	BR/E 37428/28/4/79	8	22 April	Data Film Distributors Ltd.	National Coal Board
House Of Whipcord	BR/E 37432/28/4/79	102	23 April	Miracle Films Ltd.	Peter Walker (Heritage) Ltd.
Escort Girls	BR/E 37433/28/4/79	95	23 April	Variety Film Distributors Ltd.	Donwin Productions Ltd.
Movietone News 2342	BR/E 37239/28/4/79	7	26 April	British Movietonews Ltd.	British Movietonews Ltd.
Movietone News 2342A	BR/E 37240/28/4/79	8	26 April	British Movietonews Ltd.	British Movietonews Ltd.
			COMMUNITY		
Hot And Naked	EC 37434/28/4/79	85	23 April	English Film Company Ltd.	Europrodis, Marseille and Société Expansion du Spectacle, Le Chesnay
			FOREIGN		
Brother Of The Wind	F 37427	87	22 April	GTO Films Ltd.	Adanac Film Productions Ltd., Alberta
The Deadly Trackers	F 37429	105	22 April	Columbia-Warner Distributors Ltd.	Warner Bros. Inc.
Black Belt Jones	F 37430	83	22 April	Columbia-Warner Distributors Ltd.	Sequoia Pictures Inc.
Mean Streets	F 37431	111	22 April	Warner Bros. Distributors Ltd.	Taplin Productions Inc. and Perry Productions Inc.
Summertime Killer	F 37435	102	24 April	Nationwide Film Distributors Ltd.	Impala S.A., Madrid

Amendment to the Register:
On 24 April 1974 the registration number of the film 'The Last Italian Tango', registered on 21 March 1974, was amended to EC 37376/24/3/79.

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A = annually M = monthly Q = quarterly 6M = every six months.

Title	Last published
Air transport: trade by air (6M)	18 Oct. 1973
Balance of payments:	
current account (M)	This week
trends in invisible transactions (Q)	18 Apr. 1974
(*see also* Overseas trade of the UK)	
Bankruptcy orders (Q)	29 Nov. 1973
Business names and limited partnerships (A)	7 Mar. 1974
Capital expenditure:	
distributive and service trades (A)	28 Apr. 1971
manufacturing, distributive and service industries (Q)	4 Apr. 1974
Catering trades turnover (M)	11 Apr. 1974
Chemicals industry activity (Q)	2 Aug. 1973
Companies:	
acquisitions and mergers (Q)	28 Feb. 1974
new registrations:	
Gt. Britain (M)	25 Apr. 1974
N. Ireland (M)	11 Apr. 1974
Computers: UK market (Q)	24 May 1973
Construction work overseas (A)	11 Oct. 1973
Electronic capital equipment (Q)	21 June 1973
Energy trends (M)	25 Apr. 1974
Engineering industries: sales and orders (M)	11 Apr. 1974
Film industry:	
British Film Fund Agency returns (M)	11 Apr. 1974
cinema admissions and takings (M)	This week
overseas payments and earnings (A)	9 Aug. 1973
registration of films (A)	31 Jan. 1974
Food:	
consumption levels (6M)	This week
household consumption (Q)	11 Apr. 1974
Footwear industry:	
production, orders and deliveries (M)	This week
Foreign exchange: official reserves (M)	11 Apr. 1974
Foreign trade:	
industrial countries' production and trade (Q)	14 Mar. 1974
world exports of manufactures (A)	30 Sept. 1970
(*see also* Overseas trade of the UK)	
Furniture orders and deliveries (M)	11 Apr. 1974
Hire-purchase business (M)	4 Apr. 1974
Industrial production:	
index numbers (M)	25 Apr. 1974
N. Ireland index (M)	25 Apr. 1974
Wales index (Q)	11 Apr. 1974
Insurance companies: investments and assets (A)	30 Aug. 1973
Investment:	
book values of overseas direct investments (every 3 years)	15 Nov. 1973
industry's investment intentions (3 times a year)	10 Jan. 1974
investment and earnings overseas (A)	29 Mar. 1973
Machine tools: sales and orders (M)	11 Apr. 1974
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deliveries (Q)	14 Mar. 1974
production (M)	11 Apr. 1974
production: quarterly analysis (Q)	14 Mar. 1974
Motor industry:	
car and commercial vehicle production (M)	This week
estimated figures (M)	25 Apr. 1974
motor trade turnover (Q)	21 Feb. 1974
Office development permits (Q)	14 Mar. 1974
Overseas trade of the UK:	
direct exporters and credit terms (A)	10 May 1973
unit value and volume index numbers (M)	28 Feb. 1974
value: analysis of trends (Q)	6 Dec. 1973
(*see also* Balance of payments)	
Pension funds: investments and assets (A)	30 Aug. 1973
Retail prices index (M)	This week
Retail trades:	
sales (M)	4 Apr. 1974
provisional figures	25 Apr. 1974
sales, N. Ireland (M)	This week
stocks (M)	11 Apr. 1974
Royalties: overseas transactions (A)	12 Apr. 1973
Shipping: nationality of vessels in UK sea-borne trade (A)	6 Dec. 1973
Steel consumption and stocks (Q)	21 Mar. 1974
Stocks:	
distributive and service trades (A)	28 Apr. 1971
manufacturers' and distributors' (Q)	4 Apr. 1974
retail (M)	11 Apr. 1974
Television: overseas payments and earnings (A)	9 Aug. 1973
Textiles:	
activity in the industry (Q)	25 Apr. 1974
carpet sales (M)	This week
cotton industry production (M)	28 Mar. 1974
hosiery production (M)	21 Mar. 1974
made-up clothing: orders and deliveries (M)	This week
orders and deliveries (M)	21 Mar. 1974
wholesale houses' sales (M)	This week
wool exports (Q)	14 June 1973
wool output (M)	28 Mar. 1974
Tourism:	
foreign visitor arrivals (M)	25 Apr. 1974
overseas travel and tourism (A)	21 Feb. 1974
Wholesale prices:	
average prices of selected commodities (A)	4 Apr. 1974
index numbers (M)	18 Apr. 1974

Departmental organisation etc.

Subjects	Last published
British commercial representation overseas	4 Apr. 1974
Business Monitor titles	6 Sept. 1973
Customs notices of interest to exporters	21 Mar. 1974
ECGD local offices	11 Apr. 1974
Guide to DTI	6 Dec. 1973
Official Receivers' offices	11 Apr. 1974
Programme of trade promotions	This week
Release dates of economic statistics	25 Apr. 1974

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Government Sales

Ministry of Defence

11 May 1974 Miscellaneous Stores

Location: MOD Store Depot, Aston Down, Stroud, Glos.

Auctioneers: Hobbs & Chambers, Market Place, Cirencester, Glos. (Tel: 0285-2562)

Heenan Dynamatic Dynamometer, Graham and Normanton 9 in. lathe and nine other lathes, Dominion surfacer and planer 16 in. x 9 in., Wilson universal woodworking machine, Sagar band saw, Reavell compressor, Petter engine PU8. Four Houchin servicing trolleys, two power supply trolleys, racking and shelving, block and pulley, and 49 screw jacks. Eighteen vehicles including Ford Escort, Cortina, Morris Oxford and Vauxhall Victor estate cars, Austin, Commer and BMC vans, four Ferguson tractors, 30 cwt road roller, two electric trucks. Sangamo Weston analysers, Redifon Keyer power units, Telemetry test sets, 32 oscilloscopes and solarscopes, RF test sets, 10 HF sweep frequency generators, two Pye mobile RF test load units, signal generators, 27 avometers, frequency meters, power units, pulse generators, furniture, clothing, 117 pairs of boots and many other miscellaneous items.

15 May 1974 Miscellaneous Stores

Location: Hilltop Motor Hotel, London Road, Carlisle

Auctioneers: Harrison & Hetherington, Botchergate, Carlisle (Tel: 0228-26292)

Fifty-two motor vehicles comprising Morris ambulances, Bedford, Commer, Ford and Morris vans, Land Rovers, Mini buses, Morris 1000 and Mini saloons, Ford Anglia and Escort saloons, Massey Ferguson tractor, etc. Bending machines, presses, guillotines, pneumatic tools, pliers, spanners, drills, screwdrivers, axes, hammers, etc. Teleprinters, generating sets, transformers, electronic valves, power units, rectifiers, cable connectors, control units, oscillators, plugs, sockets and other electrical items. Aircraft instruments, cameras, oscilloscopes, binoculars, stop watches, service clothing, boots and shoes, webbing equipment, aluminium and steel sheeting, wooden and metal lockers, chairs and tables and various other items.

Catalogues of the above sales, which give details of the lots, conditions of sale, viewing times, etc., are available from the relevant auctioneers from two weeks prior to and up to the date of the sale, price 10p (postal order only).

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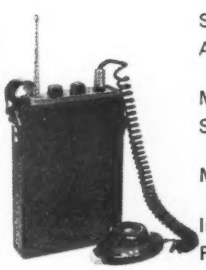

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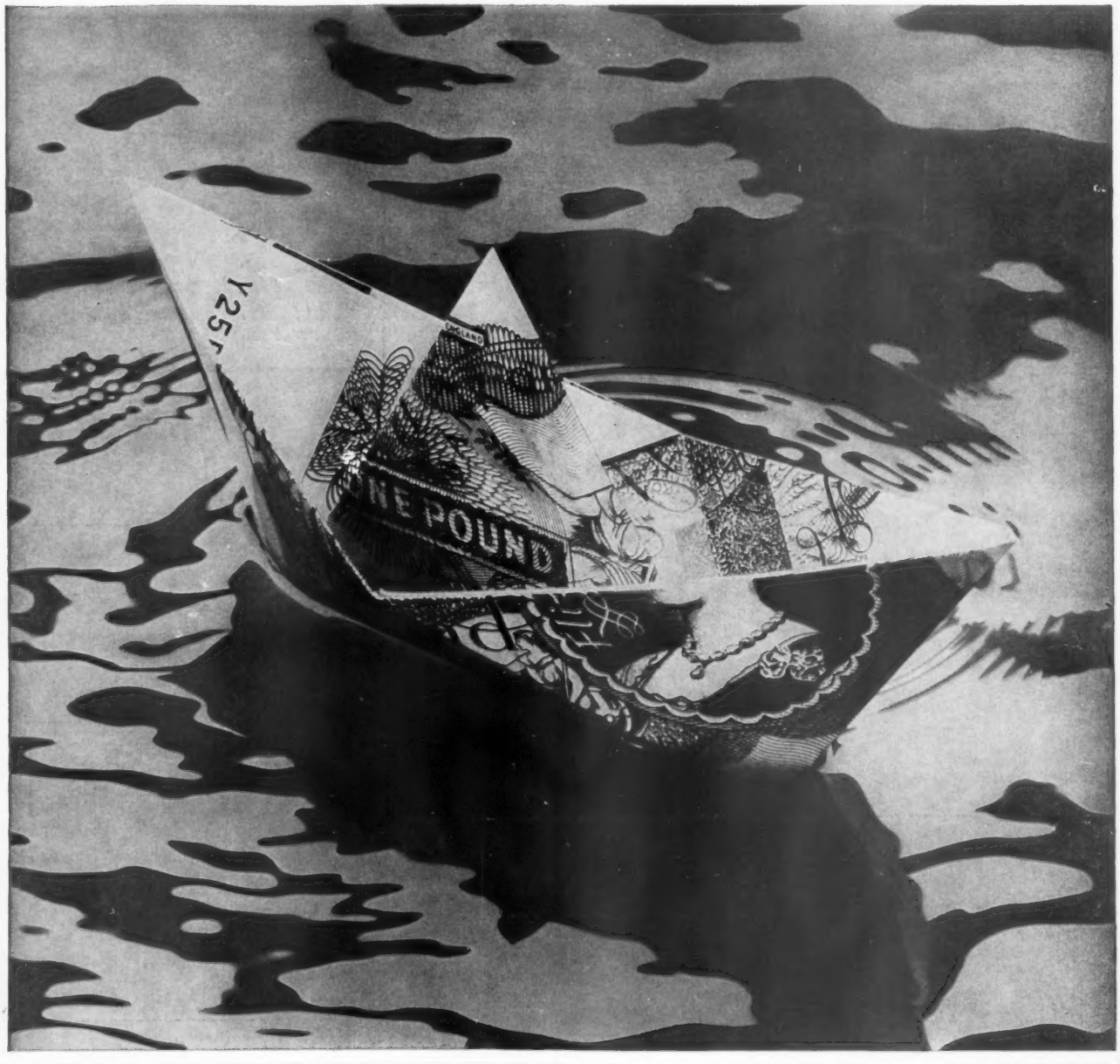
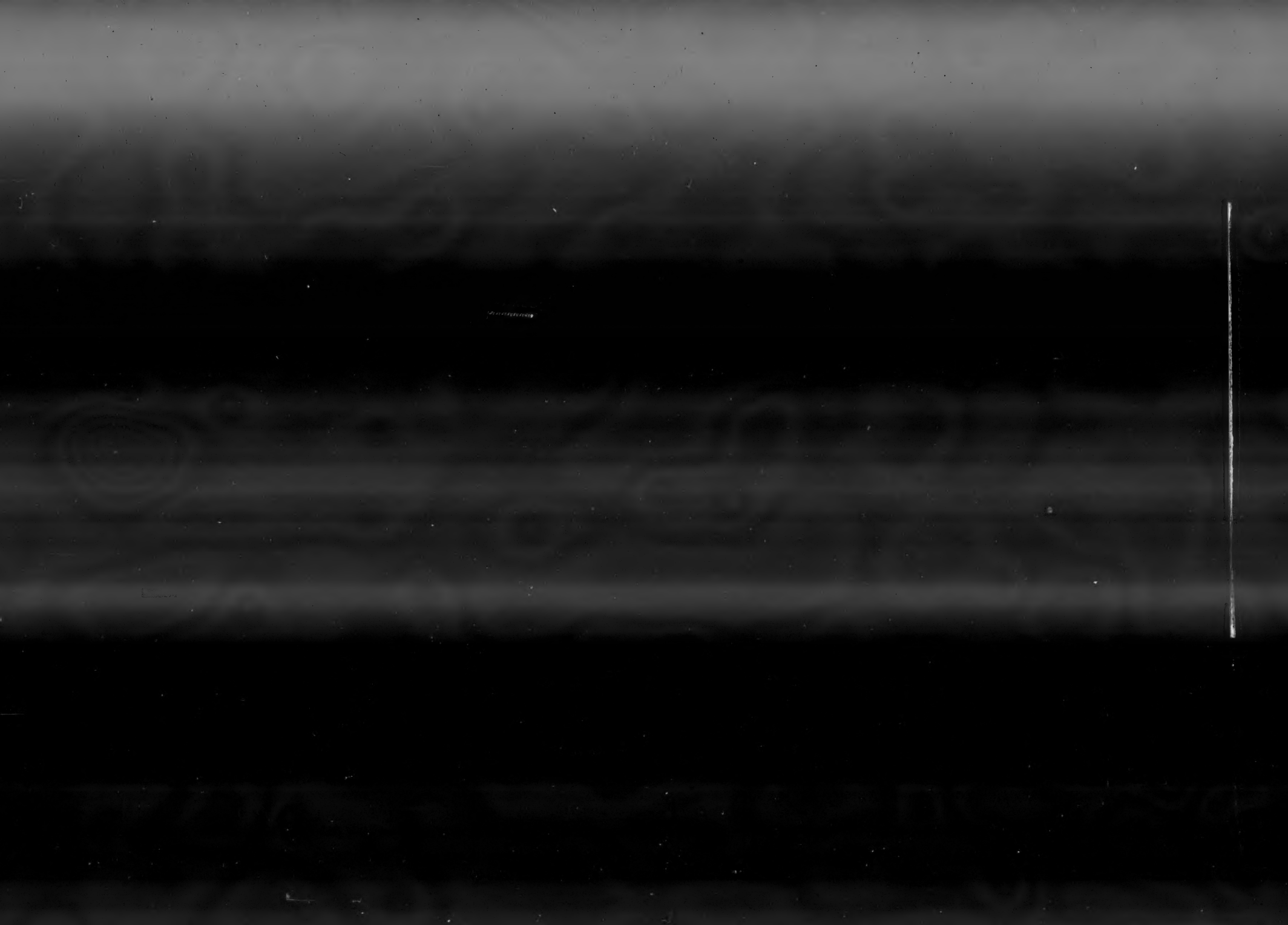
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